



Date: June 2019

Subject: Best Value Determination, Maintenance Repair Facility Supplies (MRFS)
Strategic Sourcing Solution, Purchasing Channel
Combining the generation one Maintenance Repair and Operations (MRO) and
Janitorial and Sanitation (JanSan) solutions
eBuy RFQ1326917
Solicitation Number QSDM-B0-183400-A

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Summary of the RFQ

The Maintenance Repair Facility Supplies (MRFS) solution Request for Quotation (RFQ) was posted on September 28, 2018 with a closing date of October 26, 2018. Quotes were requested from vendors across three Multiple Award Schedules (MAS):

- Schedule 51V Hardware Superstore
- Schedule 73 Food Service, Hospitality, Cleaning Equipment and Supplies, Chemicals and Services, and
- Schedule 75 Office Products/Supplies and Services and New Products/Technology

See Appendix 1 for additional details regarding contractors solicited.

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Several questions from contractors were received regarding the acquisition. In anticipation of the workload required for answering these questions and the time required for contractors to respond with appropriate adjustments in their proposal strategy as a result, the team extended the RFQ closing date via “Mod 3” on October 19, extending the closing date from October 26, 2018 to November 9, 2018. The acquisition team continued to carefully consider each question, consulting various program area Subject Matter Experts (SME) in transportation, policy, and other areas. The team posted its first wave of initial questions and answers (Q&A) with “Mod 5” on November 1, 2018.

GSA continued to receive several requests for extension of the closing date beyond the extension time already granted and also continued to receive additional questions about the RFQ itself after posting the first round of Q&A. With “Mod 7” on November 2, 2018, the team posted a final due date for question submission of November 7, 2018 and also established a final closing date of November 16, 2018. With “Mod 8” on November 9, 2018, the team posted the final answers to all remaining contractor questions. See Appendix 2 for full list of amendments (“Mods”).¹

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Evaluation Plan and Team Structure

An Offer Evaluation Plan was created and used to evaluate quotations received in response to the solicitation for the Maintenance/Repair Facility Supplies. This procurement is being performed under Federal Acquisition Regulation (FAR) Subpart 8.4 – Federal Supply Schedules, to establish multiple award Blanket Purchase Agreements (BPAs) to fill repetitive needs for supplies.

The Offer Evaluation Team (OET) and the Contracting Officer (CO) conducted the evaluation

¹ RFQ Amendments in the eBuy system are termed “Mods”.

using a hybrid of Go / No-Go evaluation factors and a Best Value approach to determine proposed awardees. OET members assisted the CO with completing the evaluations for all offerors, including administrative compliance, technical compliance (Go/No-Go factors), and price evaluation.

Team members were briefed at the outset of evaluations with respect to acquisition information, evaluation and award methodology, protection of procurement sensitive information, and the duties and expectations of their roles within the OET.

Evaluation Process

Each offeror was evaluated using the methods and standards outlined in the RFQ, which contains three basic evaluation components:

- Administrative Review
- Technical Factors Evaluation (Go / No-Go)
 - Including a Socioeconomic rating as determined by the RFQ rating method
- Price Evaluation
 - Including Depth of Catalog Items assessment in accordance with (IAW) the procedures outlined in the RFQ

The outputs of these evaluation components were then used in a Best Value determination analysis. IAW RFQ Section 6.0, BPA Award Procedures, the Best Value analysis was designed to select those offers for award with the highest rating after considering the following:

1. Price Factor
2. Non-Price Factor - Depth of catalog items
3. Non-Price Factor - Socioeconomic evaluation

The team used the socioeconomic rating and the catalog depth rating in a tradeoff with price to arrive at best value decisions for award.

A description of the results from each of the evaluation components (Administrative Review, Technical Factors, and Price Evaluation) are described in the pages below.

Administrative Review

First, contractors were required to pass an Administrative Review per the following from the RFQ at page 16:

- All quote submission items required are completed thoroughly and accurately
- Active SAM Registration
- Active Multiple Award Schedule contract(s), for the Schedules offered under

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- SINS offered under reflect those awarded to the Contractor on Schedule

Offerors were rated as “pass” or “no pass” for this Administrative Review IAW RFQ Section 6.0, BPA Award Procedures. Offerors needed to receive a “pass” rating in order to be further considered for award.

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Vendors	All quote submission items required are completed thoroughly and accurately?	Active SAM Registration ?	Active Multiple Award Schedule contract(s), for the Schedules offered under?	SINs quoted reflect those awarded to the Contractor on Schedule (MAS).
(b) (5)	No Pass	Pass	Pass	Pass
(b) (5)	No Pass	Pass	No Pass	No Pass
(b) (5)	No Pass	Pass	Pass	Pass
(b) (5)	No Pass	Pass	No Pass	No Pass
(b) (5)	No Pass	Pass	Pass	Pass

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Non-Price Evaluation, Go/No-Go Technical Factors

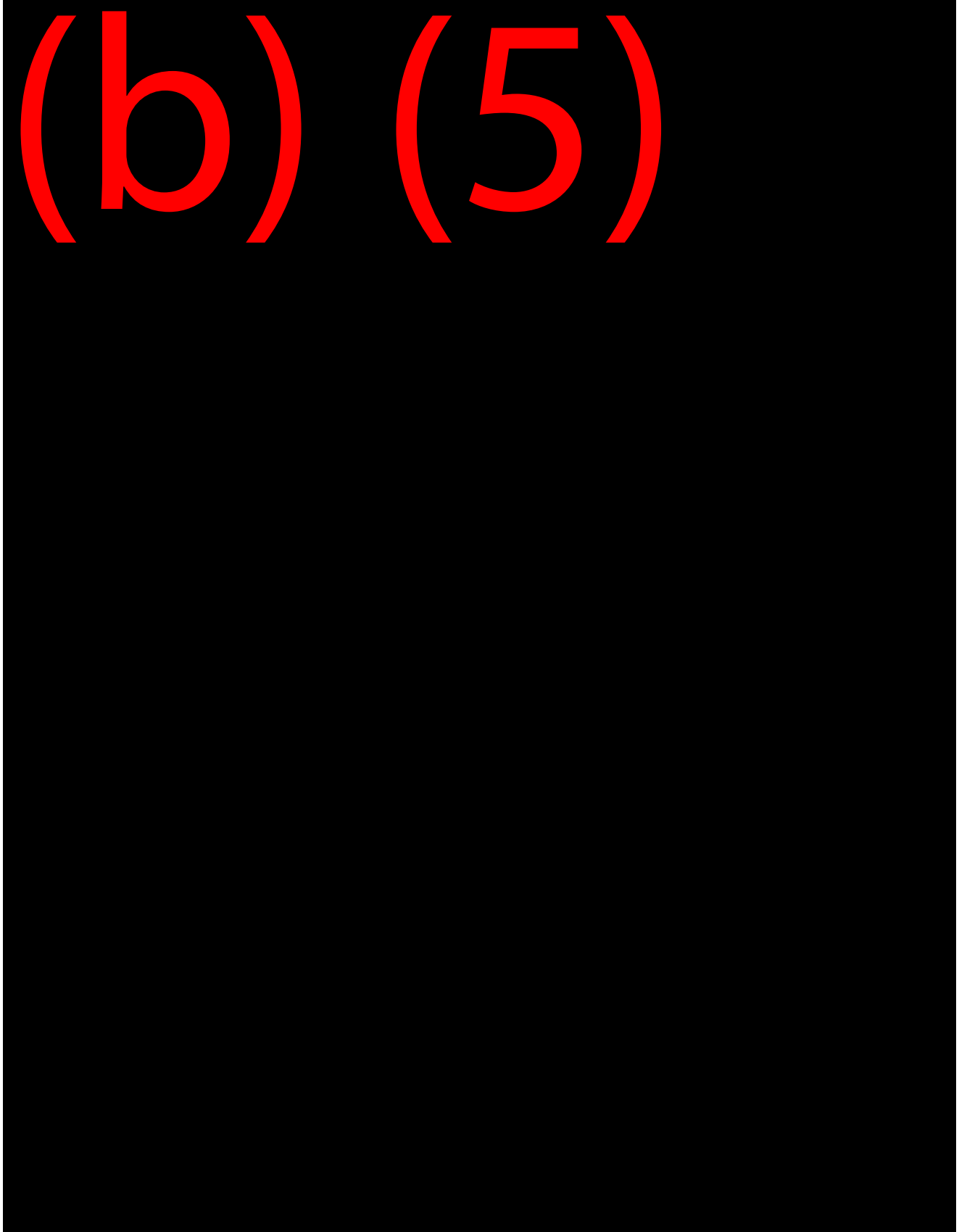
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Factor One: (b) (5)

<i>Offeror</i>	<i>Factor Number</i>	<i>Factor Name</i>	<i>Evaluation Summary</i>	<i>Go / No-Go</i>
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Noble Supply and Logistics	1	AbilityOne-Authorized Distributor	TCT Evaluation: Provided authorization letter as required by RFQ page 17. CO Evaluation: Concur	Go
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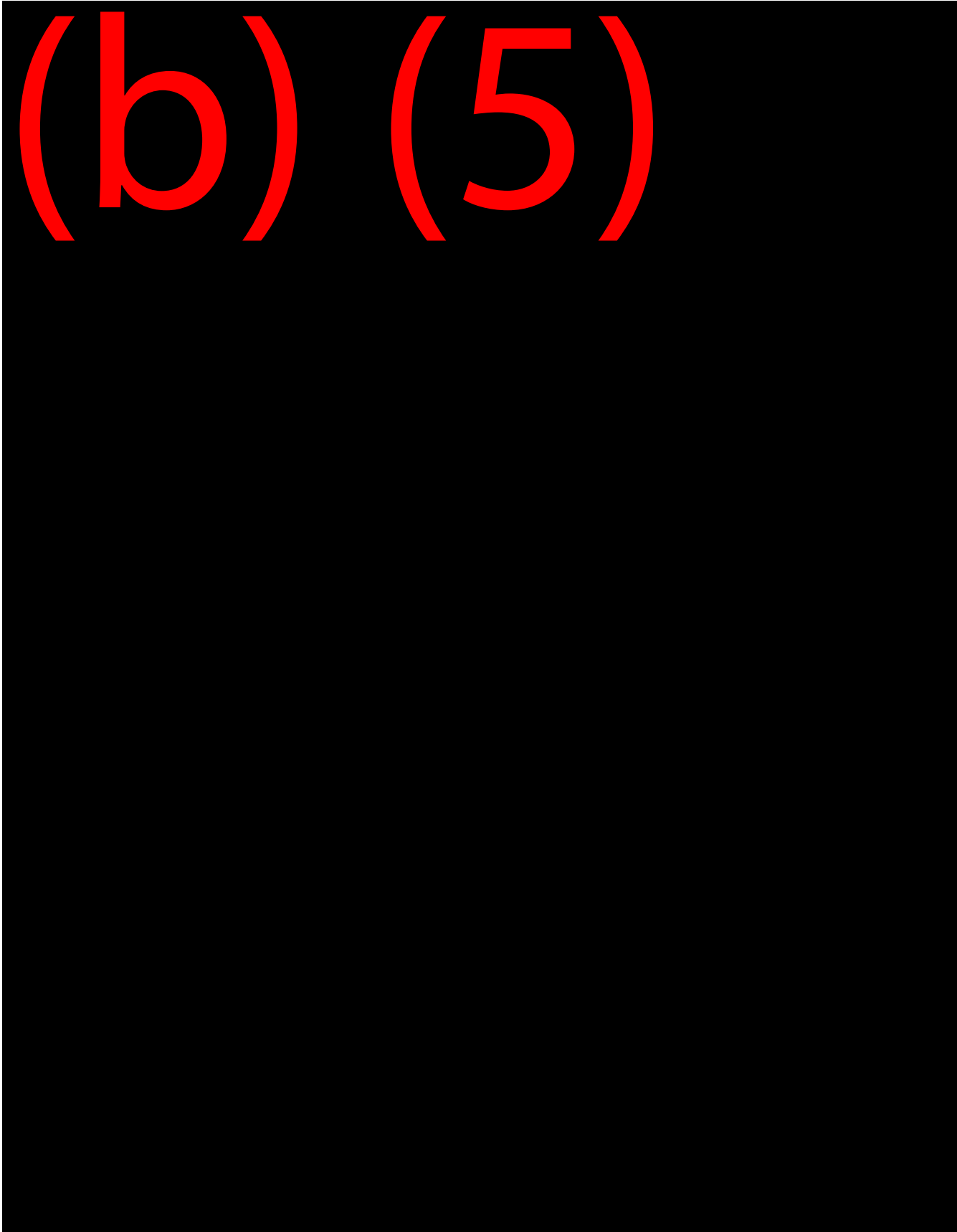
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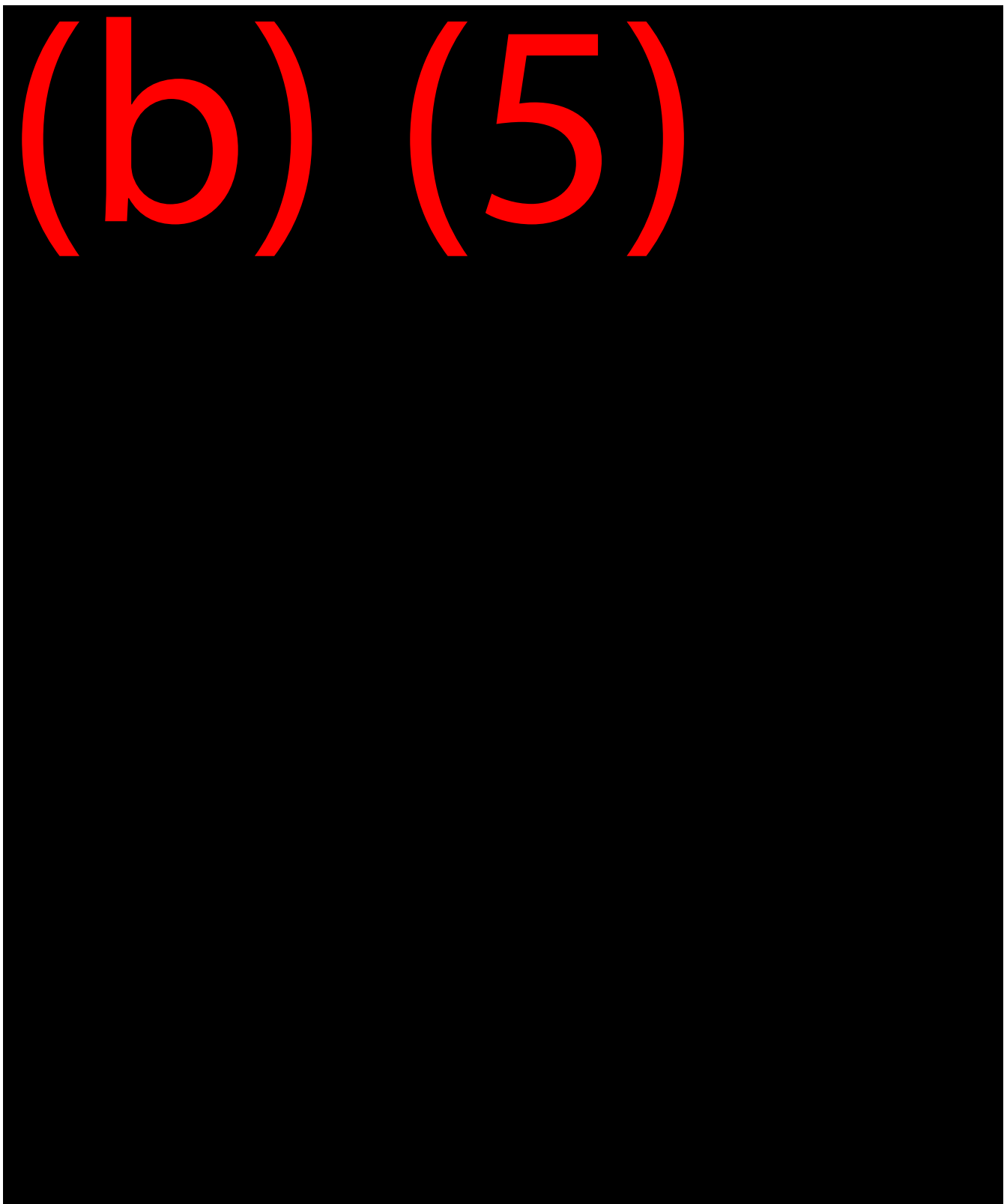
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<i>Offeror</i>	<i>Factor Number</i>	<i>Factor Name</i>	<i>Evaluation Summary</i>	<i>Go / No-Go</i>
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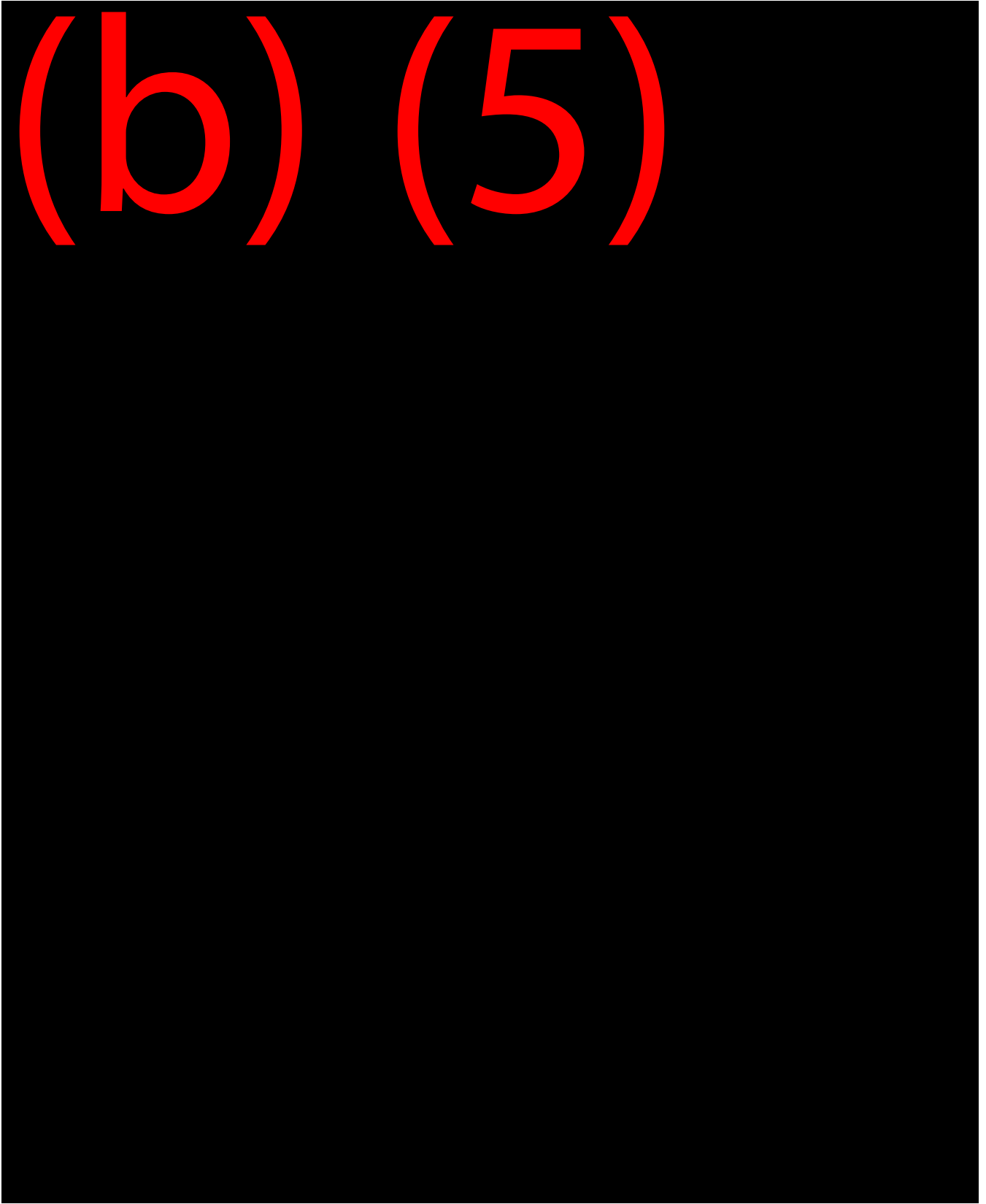


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Noble Supply and Logistics	2	CONUS Delivery	TCT Evaluation: Sufficiently provides evidence that delivery can be made in 6 days utilizing strategically placed distribution centers and relationship with shipping partners meeting RFQ requirement on page 17. CO Evaluation: Concur	Go
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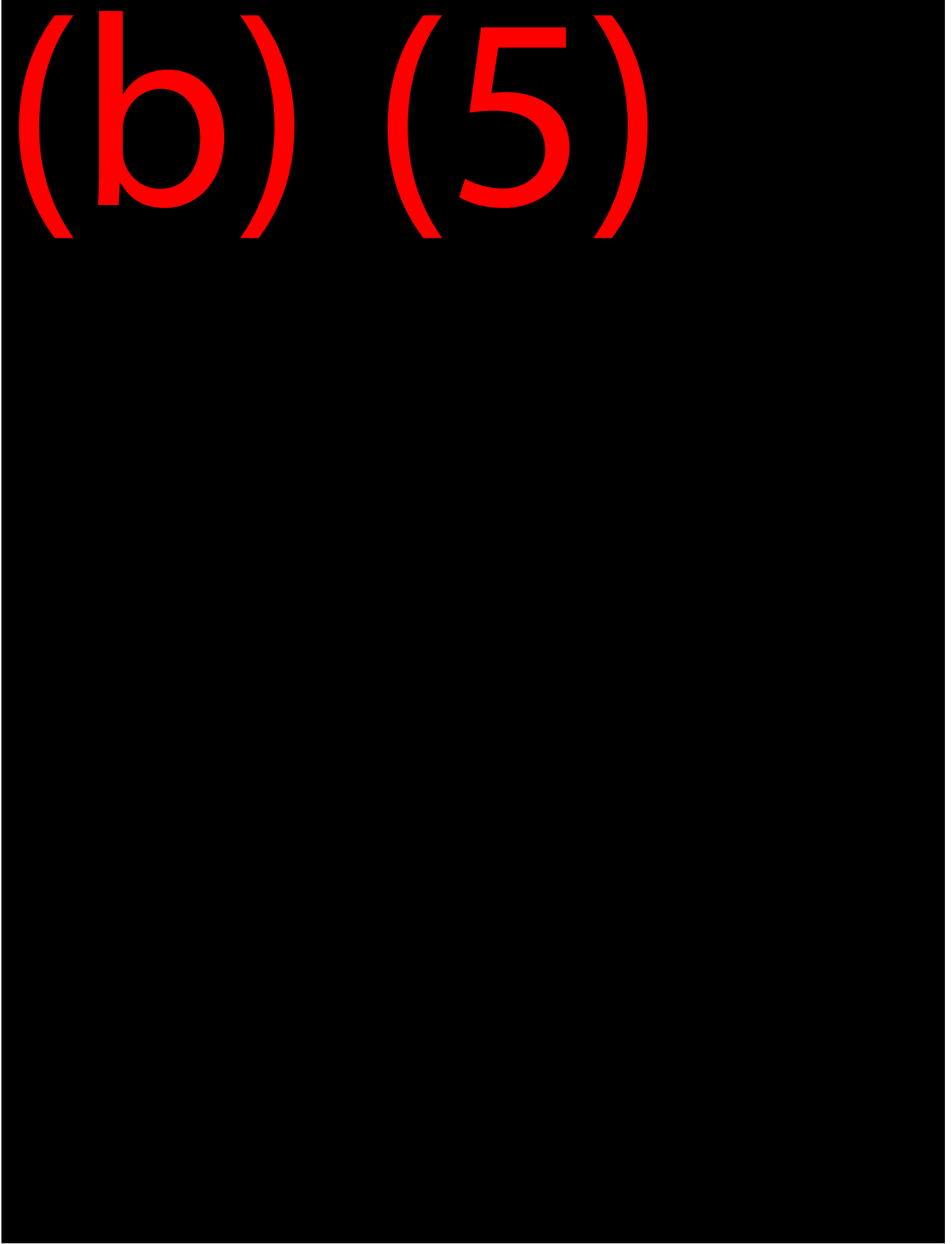


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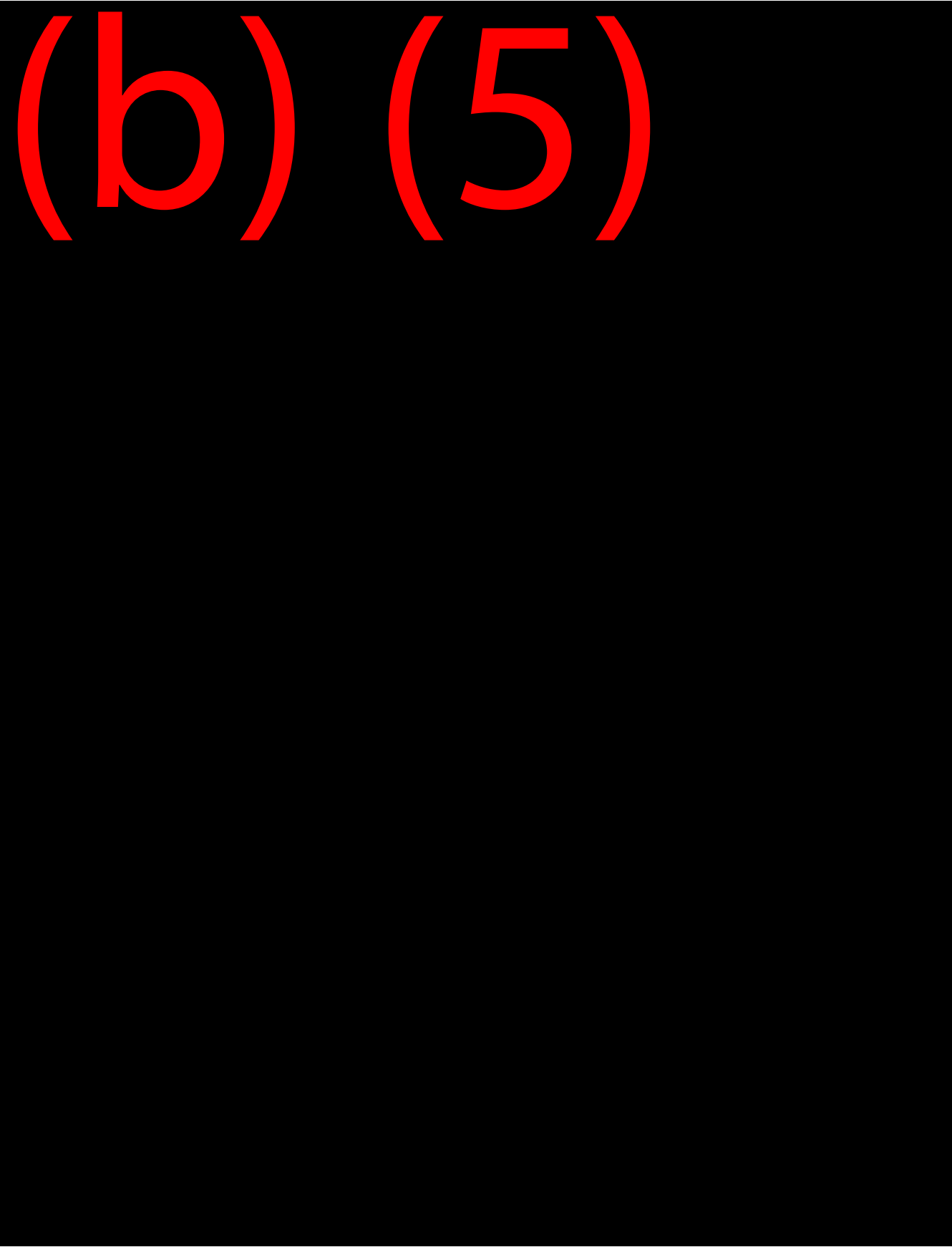
Factor Three: OCONUS Delivery

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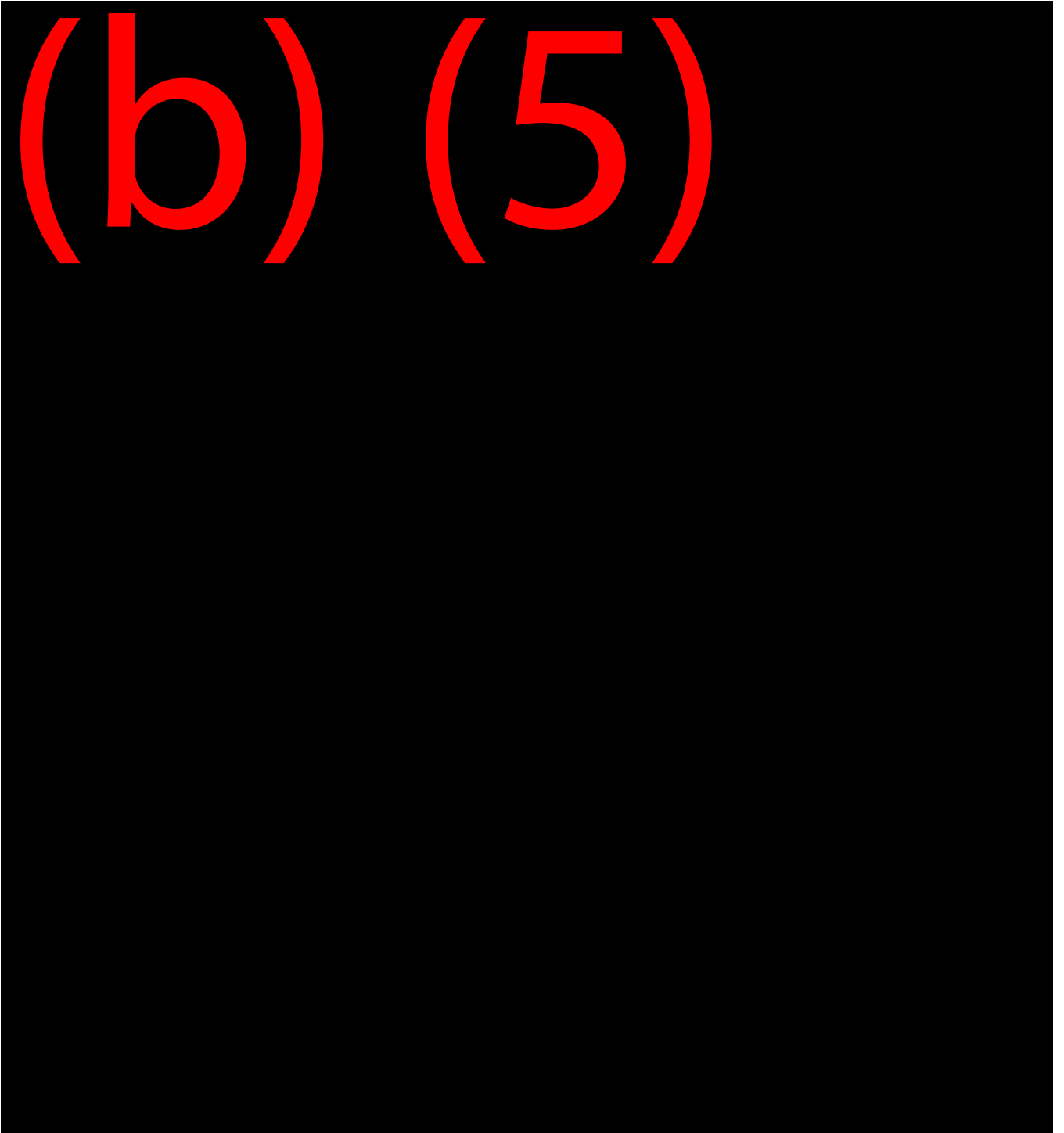
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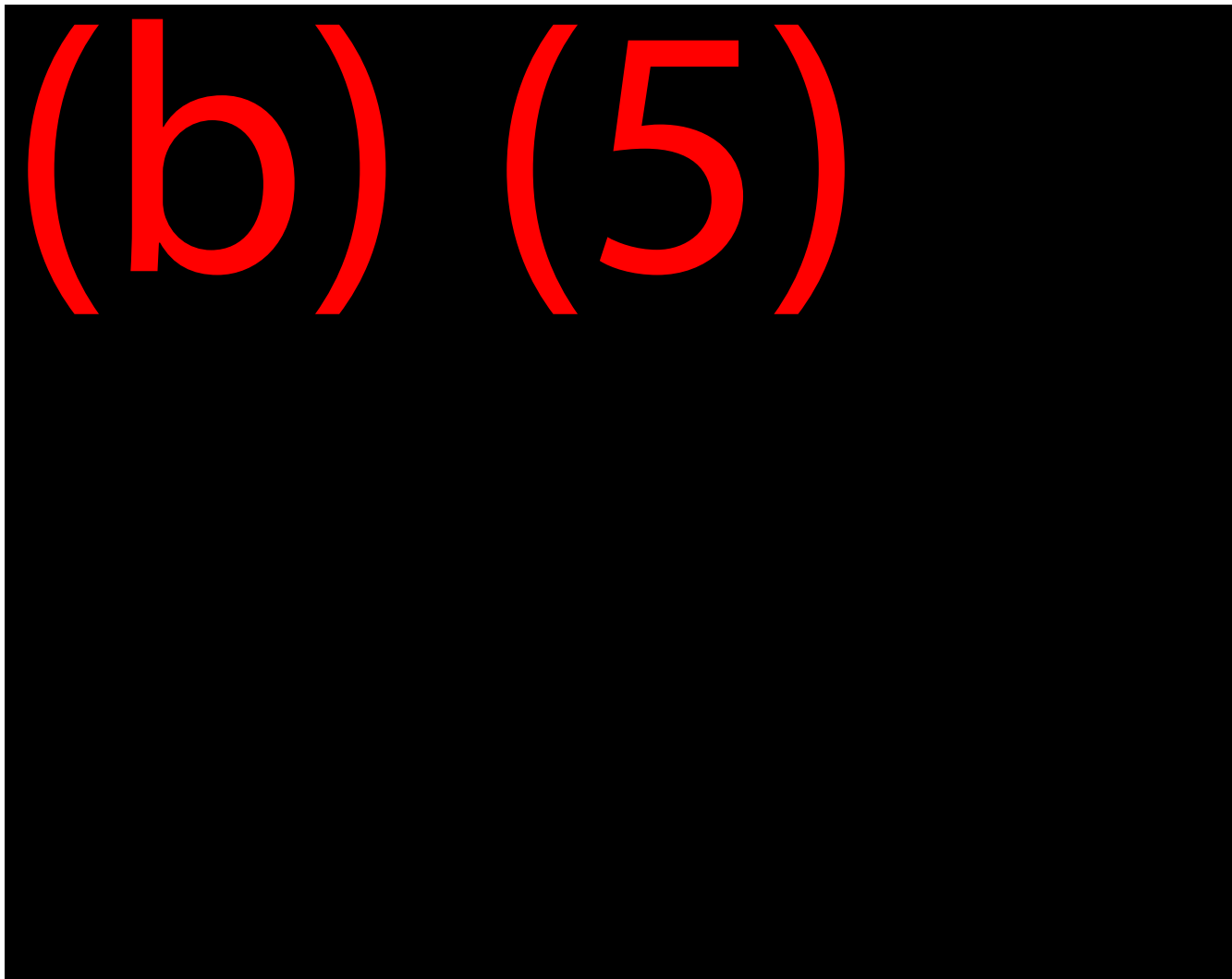
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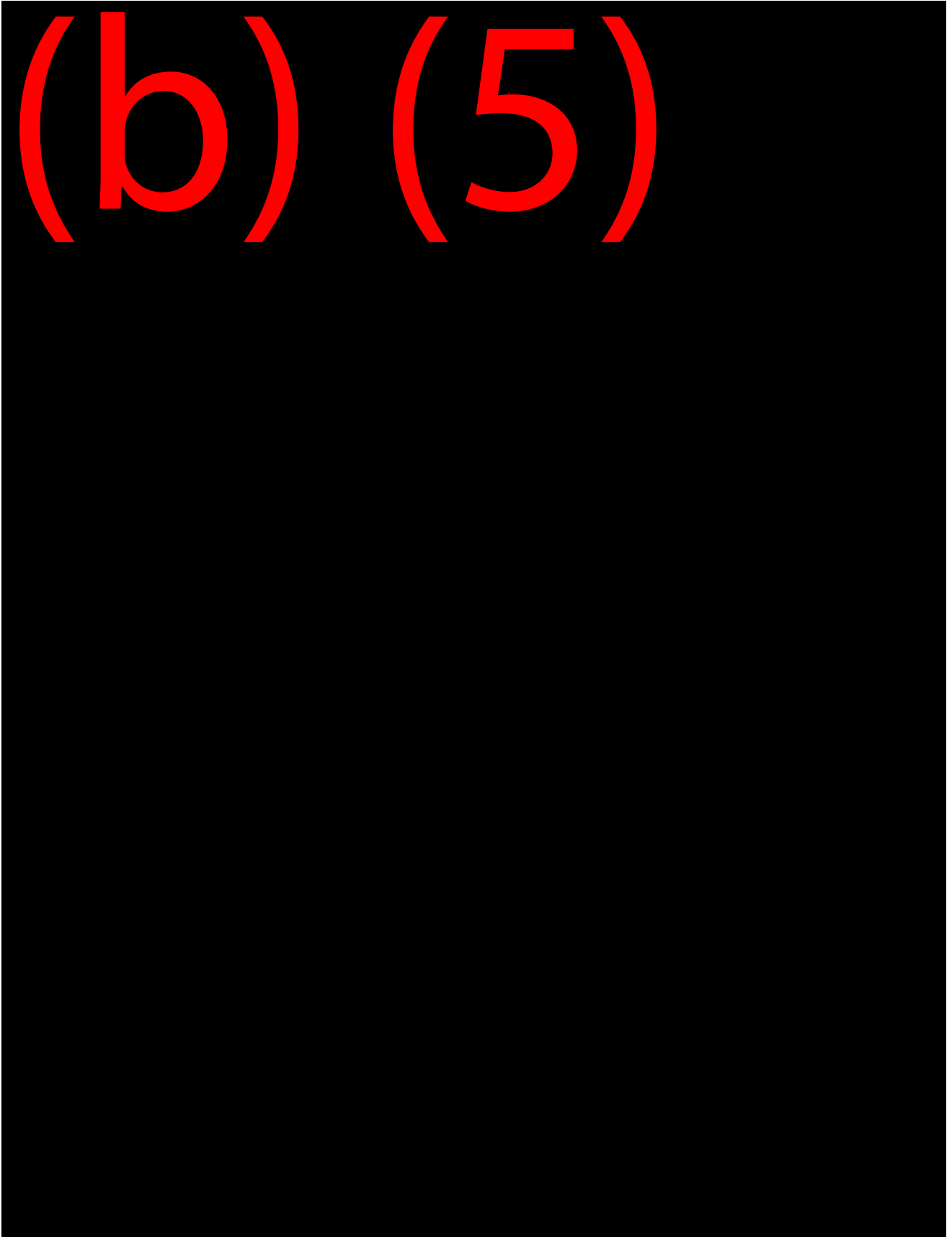
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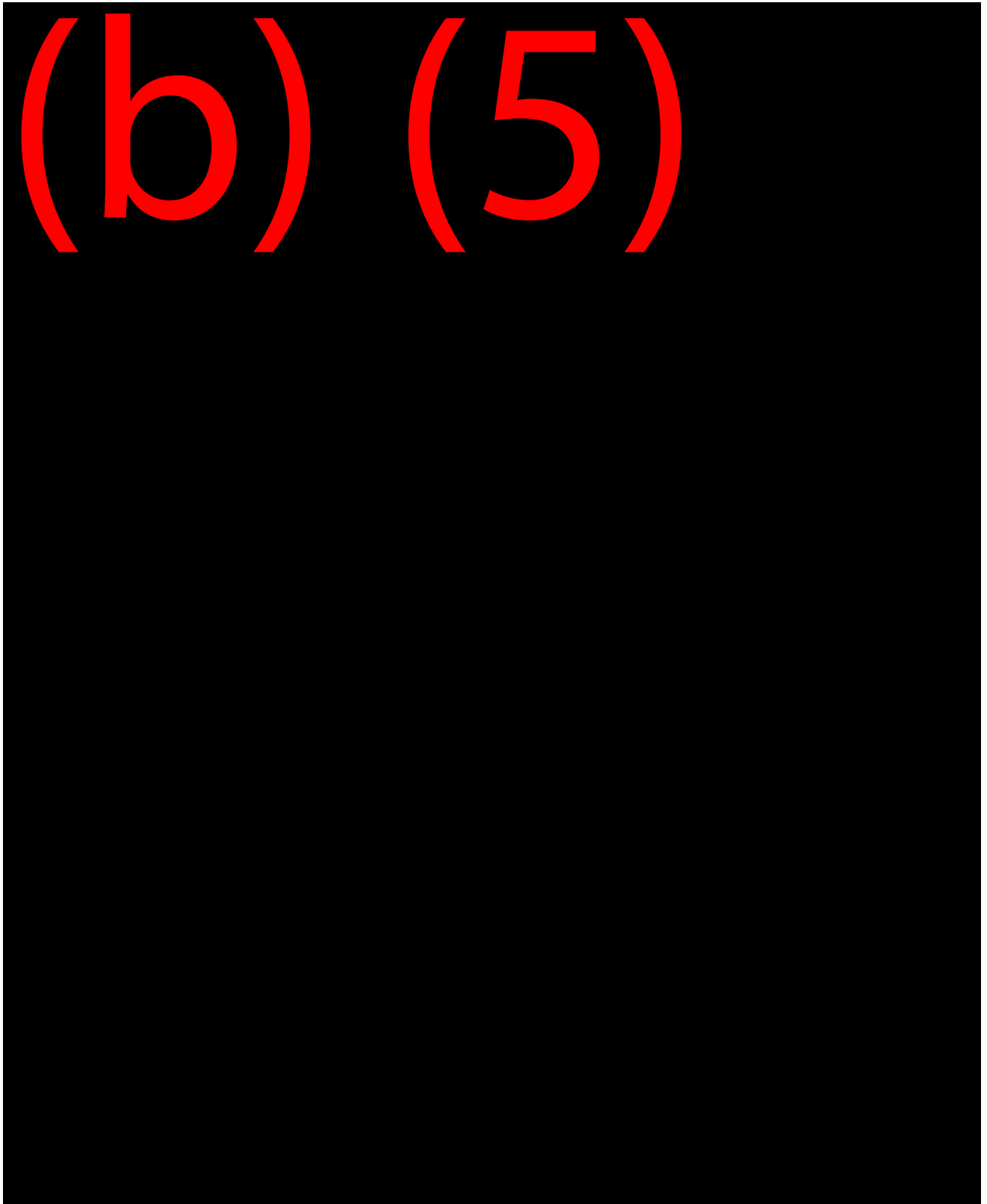
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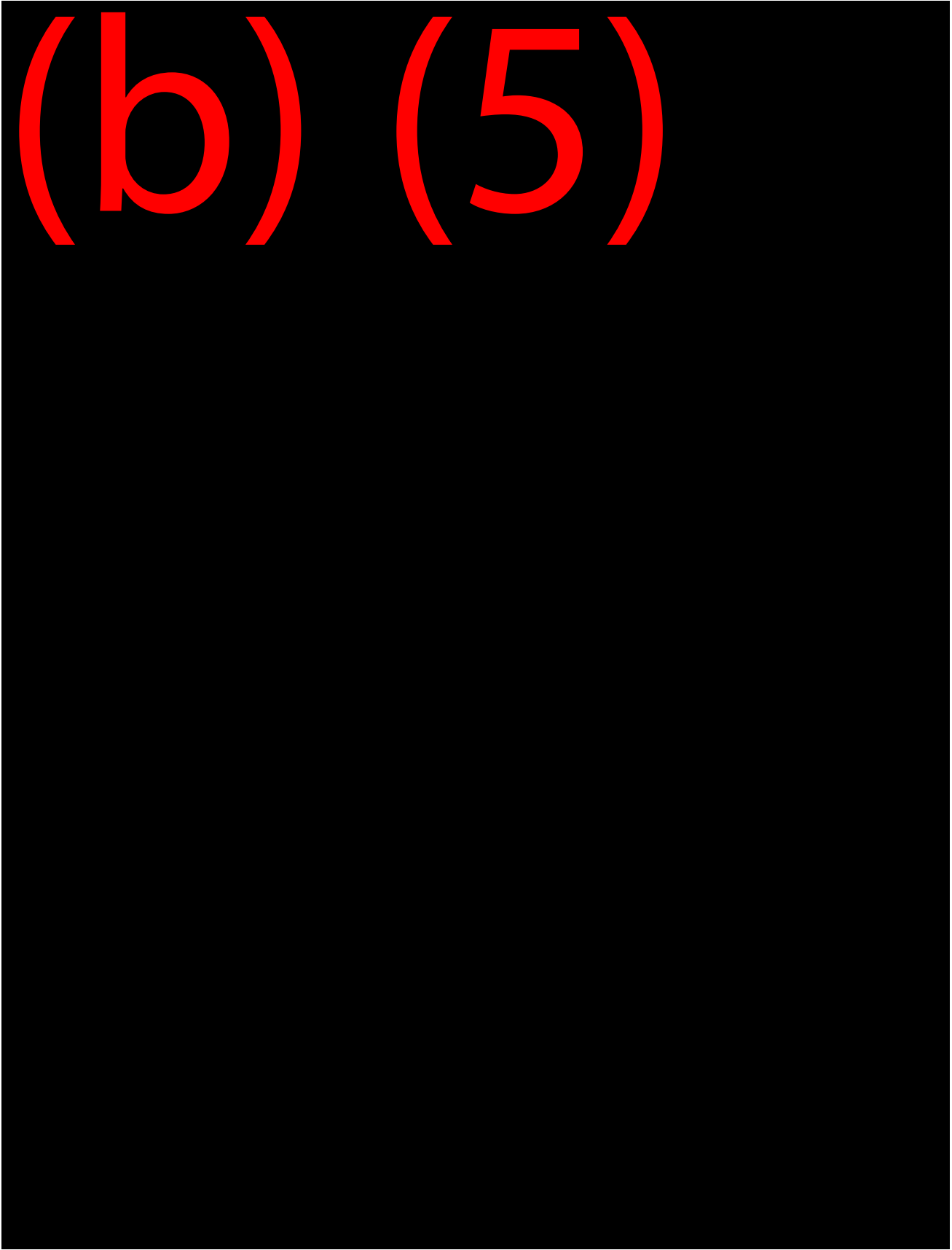
Noble Supply and Logistics	3	OCONUS Delivery	<p>(b) (5) [REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>CO Evaluation: Concur</p>	Go
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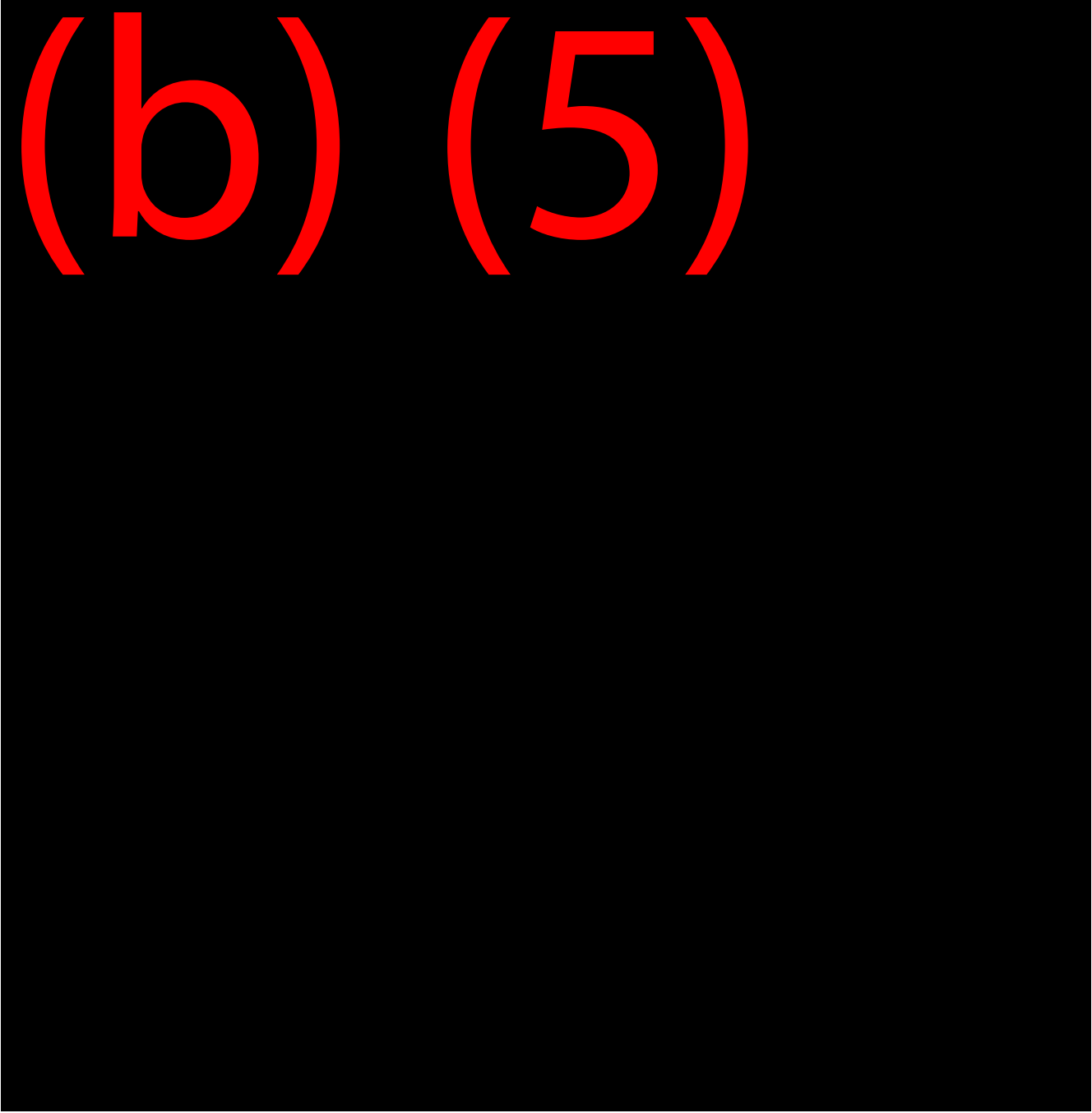
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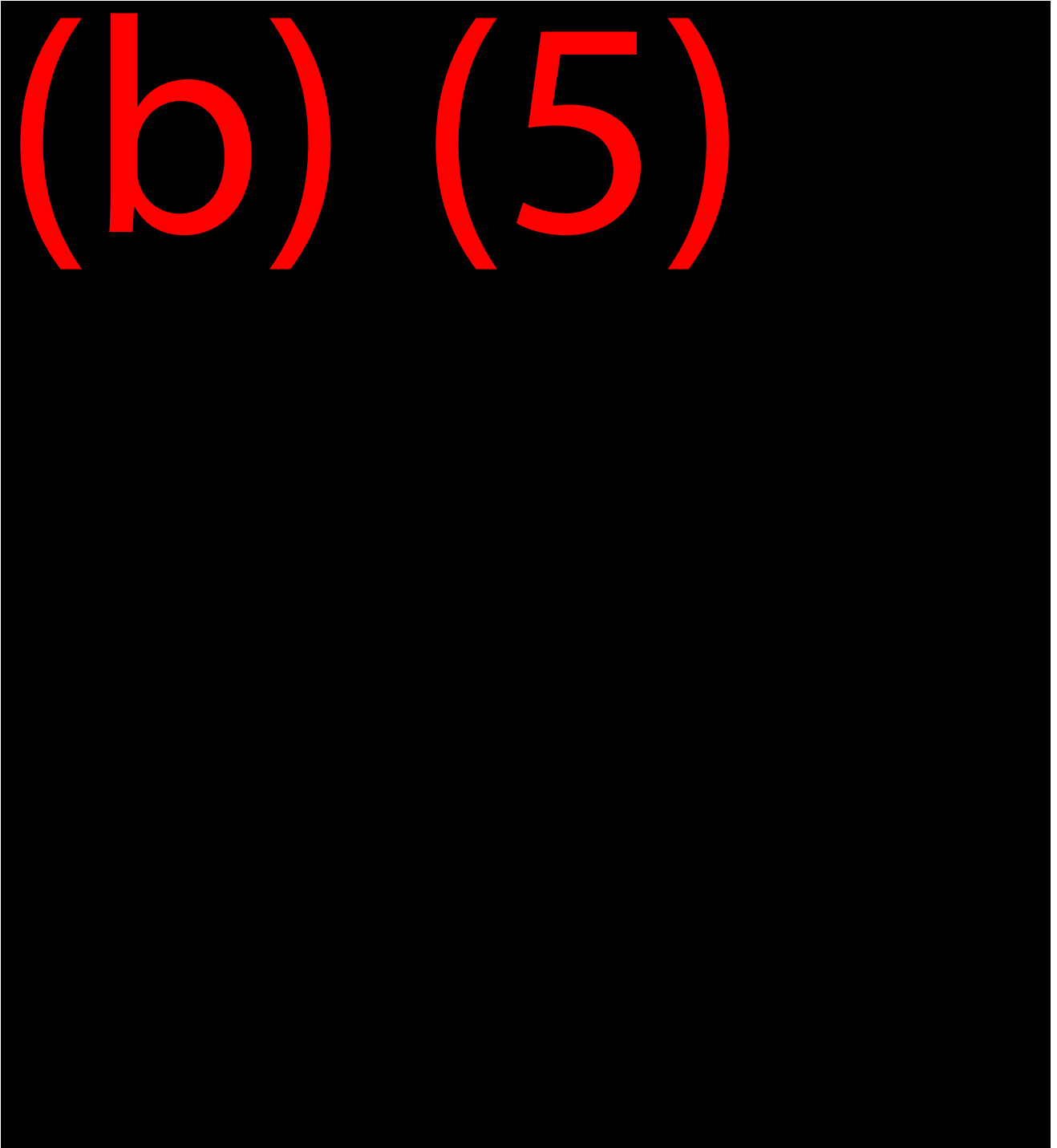
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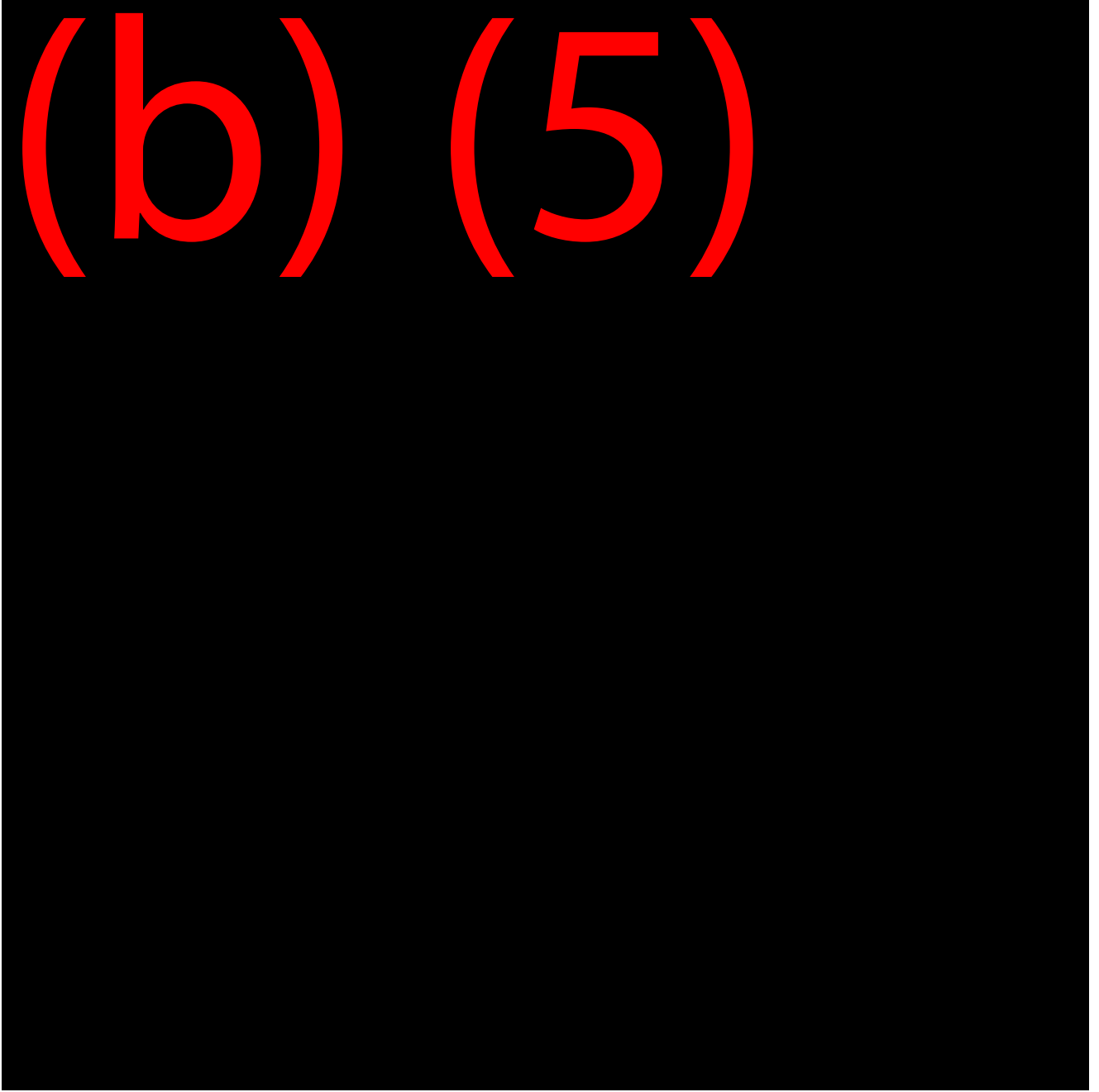
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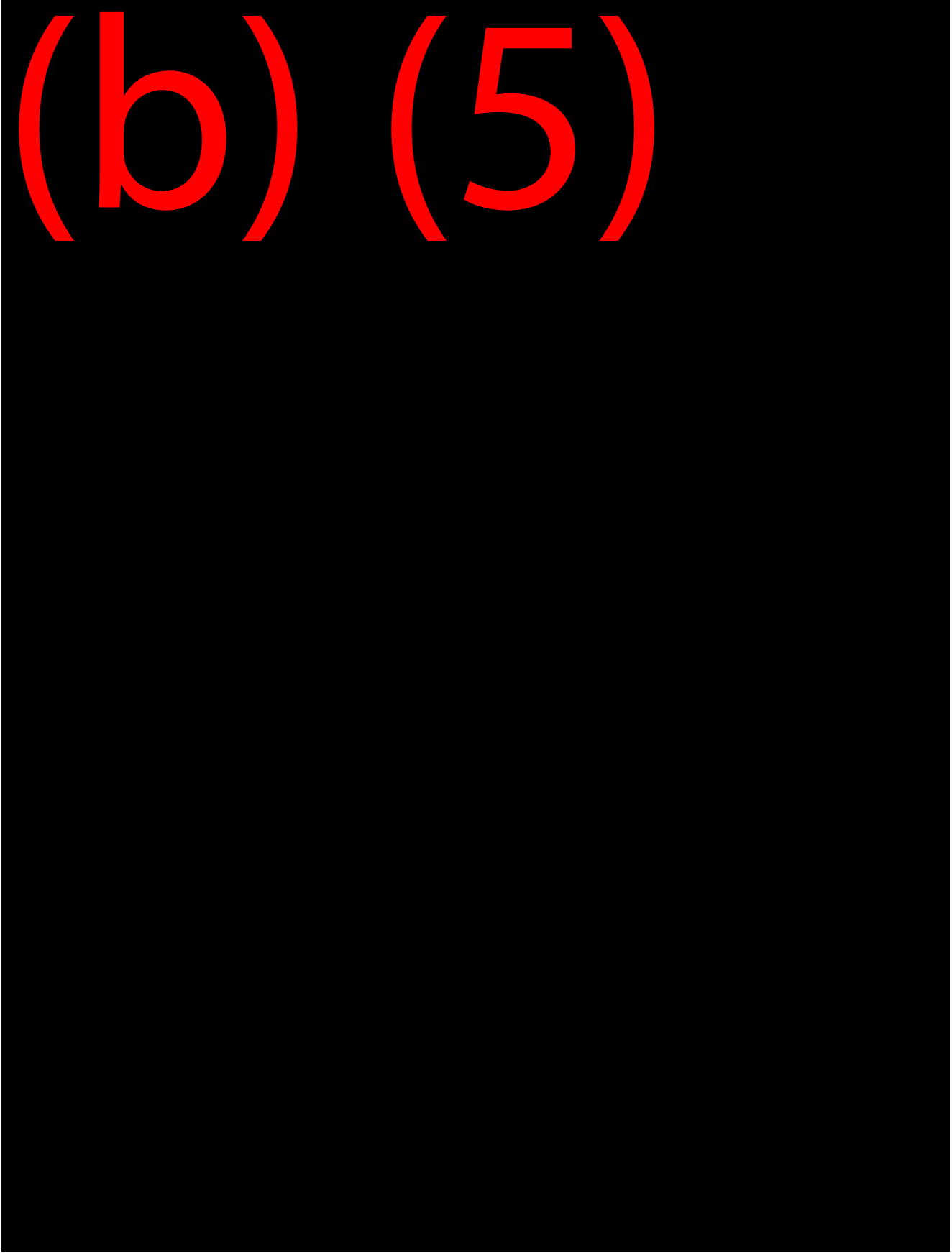
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Factor Four: Order Status, GSA Advantage

<i>Offeror</i>	<i>Factor Number</i>	<i>Factor Name</i>	<i>Evaluation Summary</i>	<i>Go / No-Go</i>
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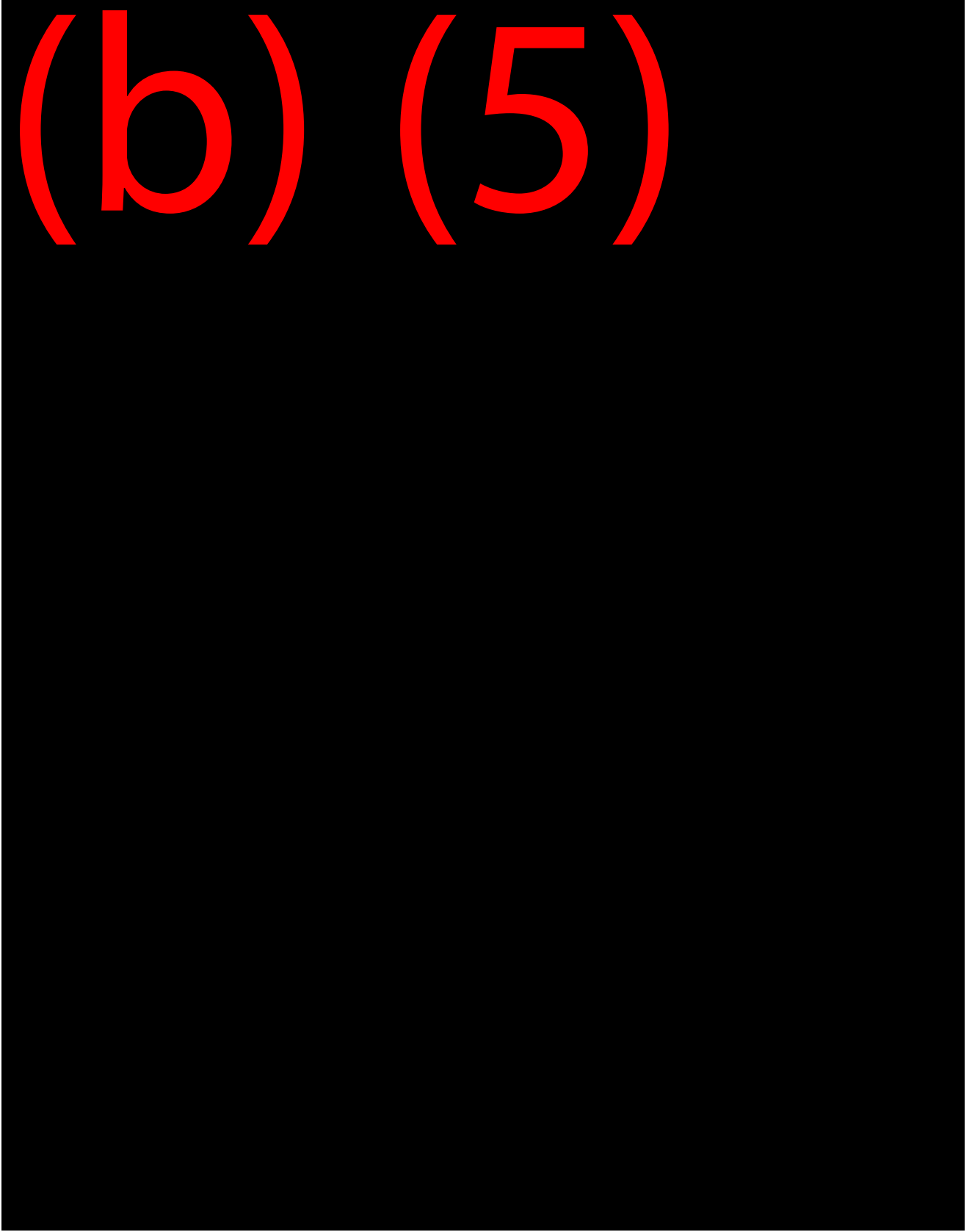


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Noble Supply and Logistics	4	Order Status, Advantage	TCT Evaluation: Sufficient documentation that vendor will use EDI through ALPHA to send order statuses to GSA Advantage. Narrative evidence in quotation shows that offeror is able to provide order status and tracking for Federal customer agencies through GSA Advantage meeting requirements of RFQ page 18. CO Evaluation: Concur	Go
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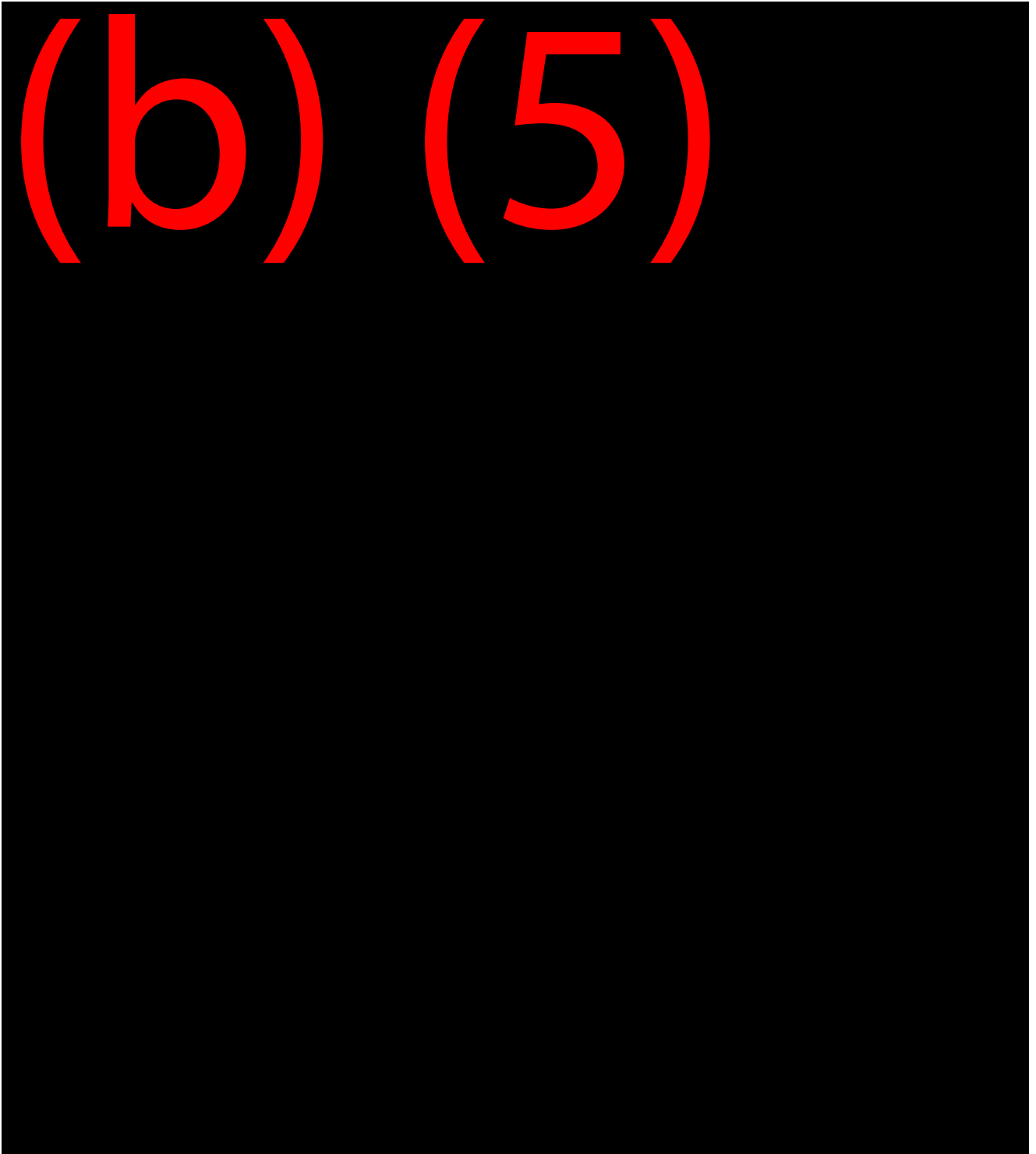
Factor Five: Order Status, All Other Platforms

<i>Offeror</i>	<i>Factor</i>	<i>Factor</i>	<i>Evaluation Summary</i>	<i>Go /</i>
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Government Use Only – Quote Evaluation Information – See FAR 2.101 and FAR 3.104

	<i>Number</i>	<i>Name</i>		<i>No-Go</i>
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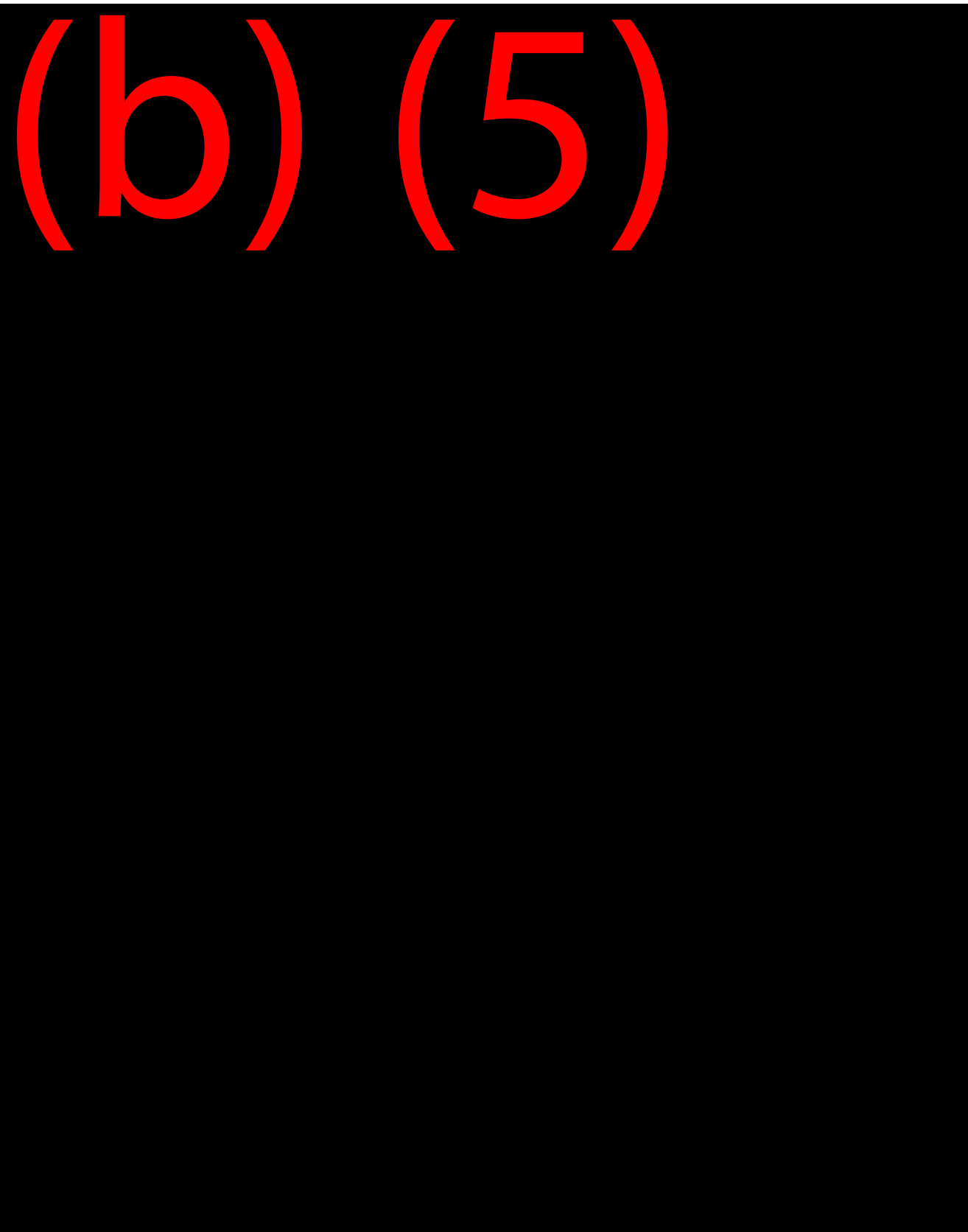
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Noble Supply and Logistics	5	Order Status, All Other Platforms	(b) (5) (b) (5) (b) (5) CO Evaluation: Concur	Go
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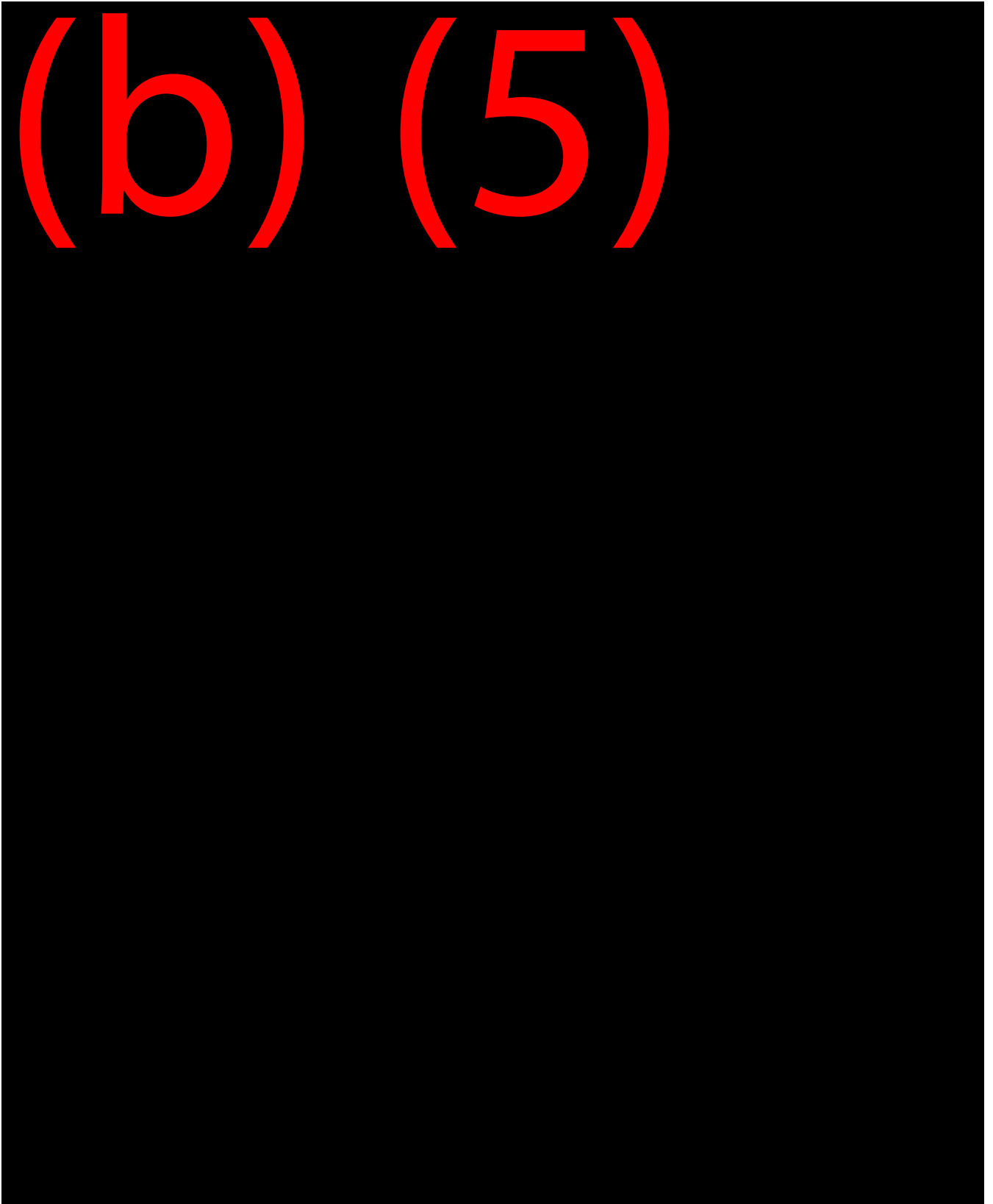
(b) (5)

Factor Six: Data Reporting

<i>Offeror</i>	<i>Factor Number</i>	<i>Factor Name</i>	<i>Evaluation Summary</i>	<i>Go / No-Go</i>
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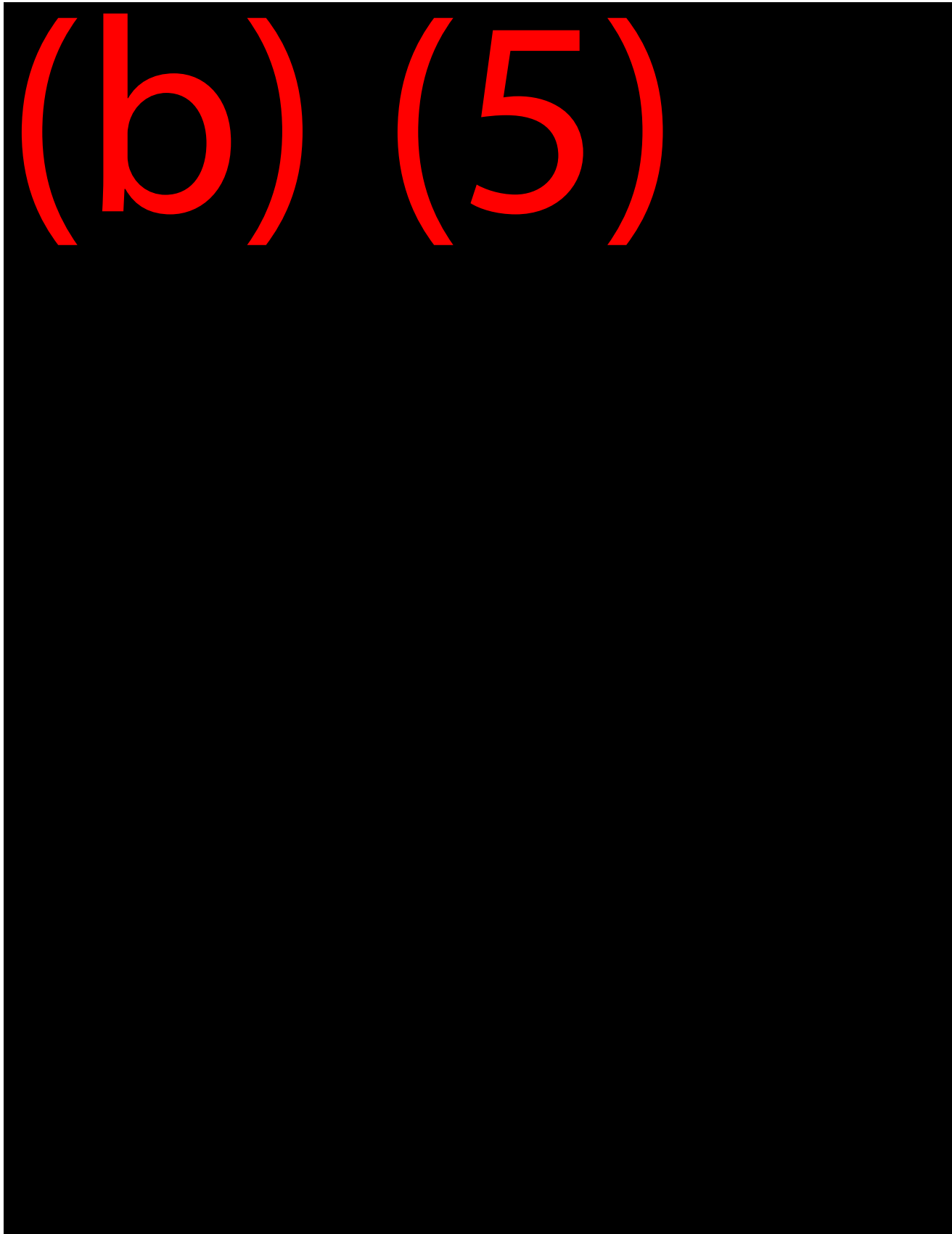
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Factor Seven: Fill or Kill Status

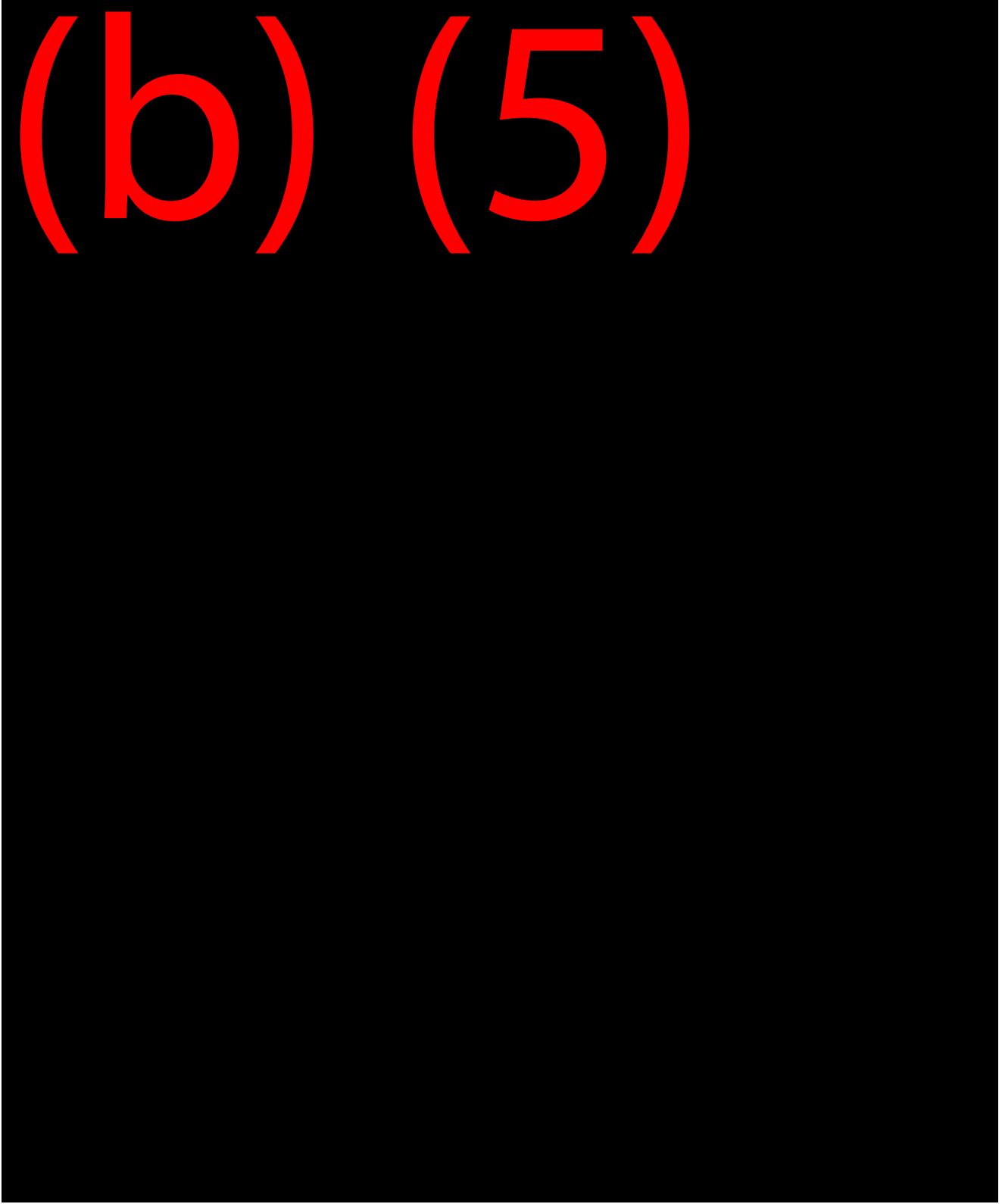
<i>Offeror</i>	<i>Factor Number</i>	<i>Factor Name</i>	<i>Evaluation Summary</i>	<i>Go / No-Go</i>
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Government Use Only – Quote Evaluation Information – See FAR 2.101 and FAR 3.104

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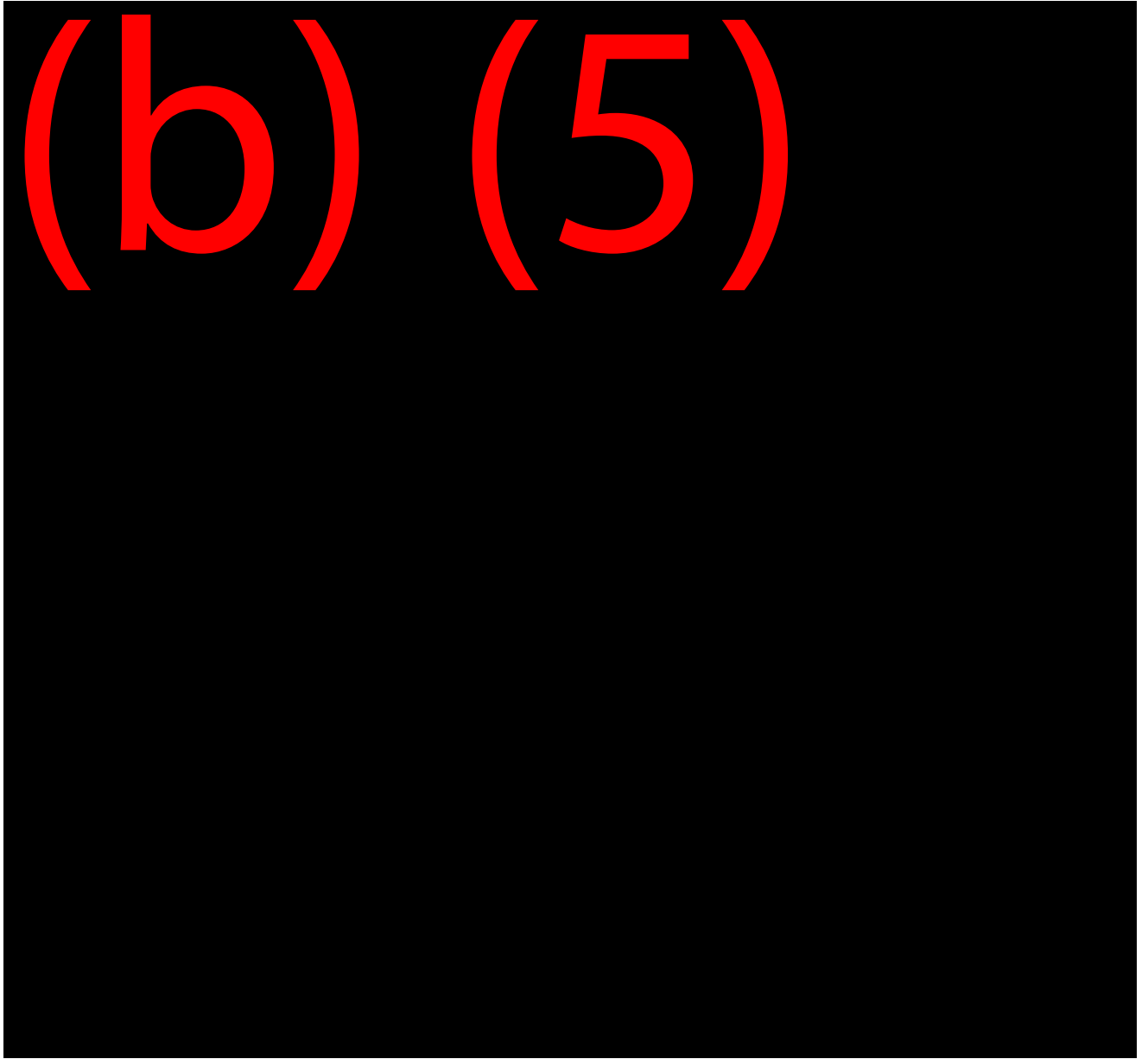


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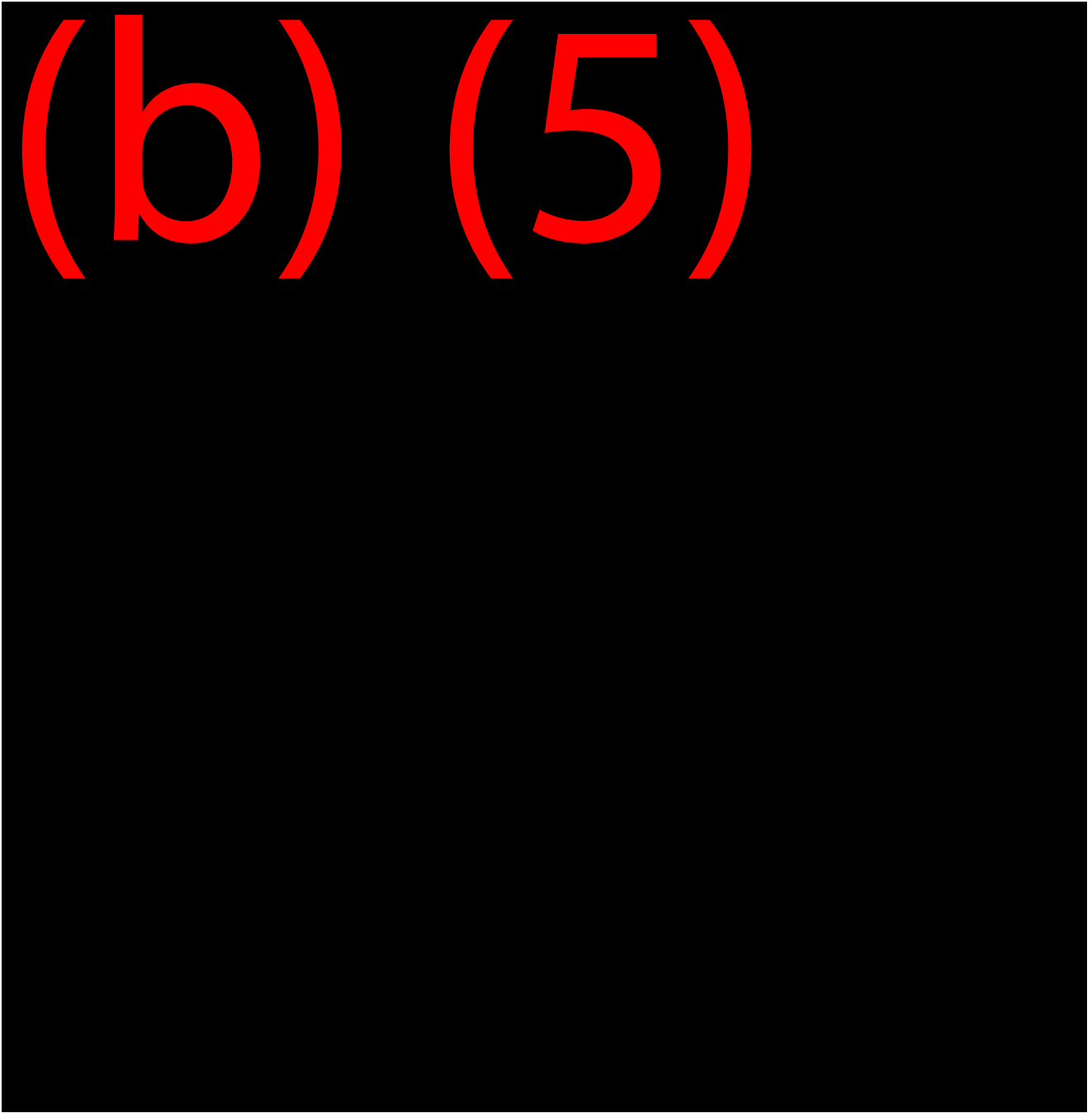
Noble Supply and Logistics	7	Fill or Kill status	(b) (5)		Go
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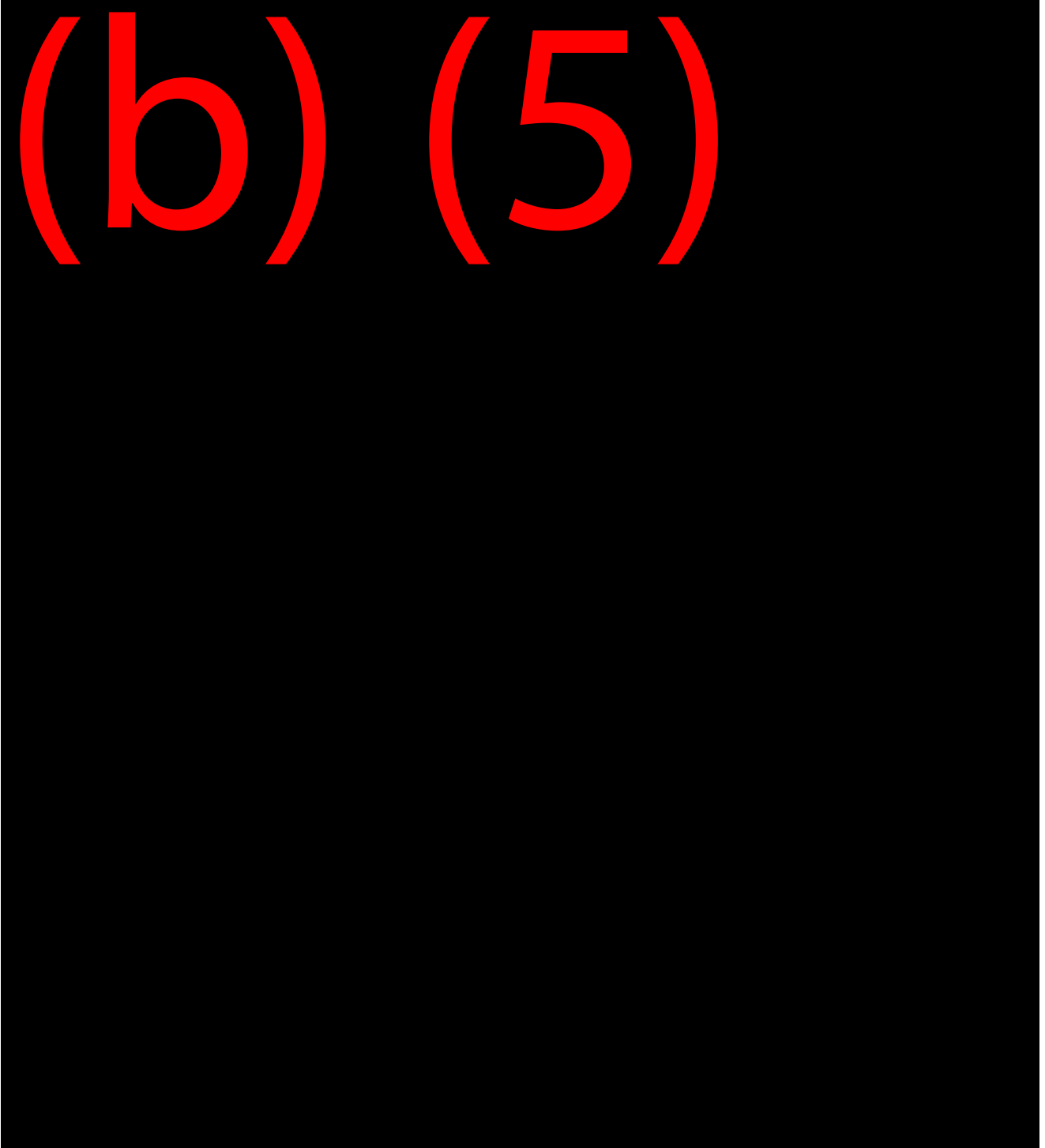
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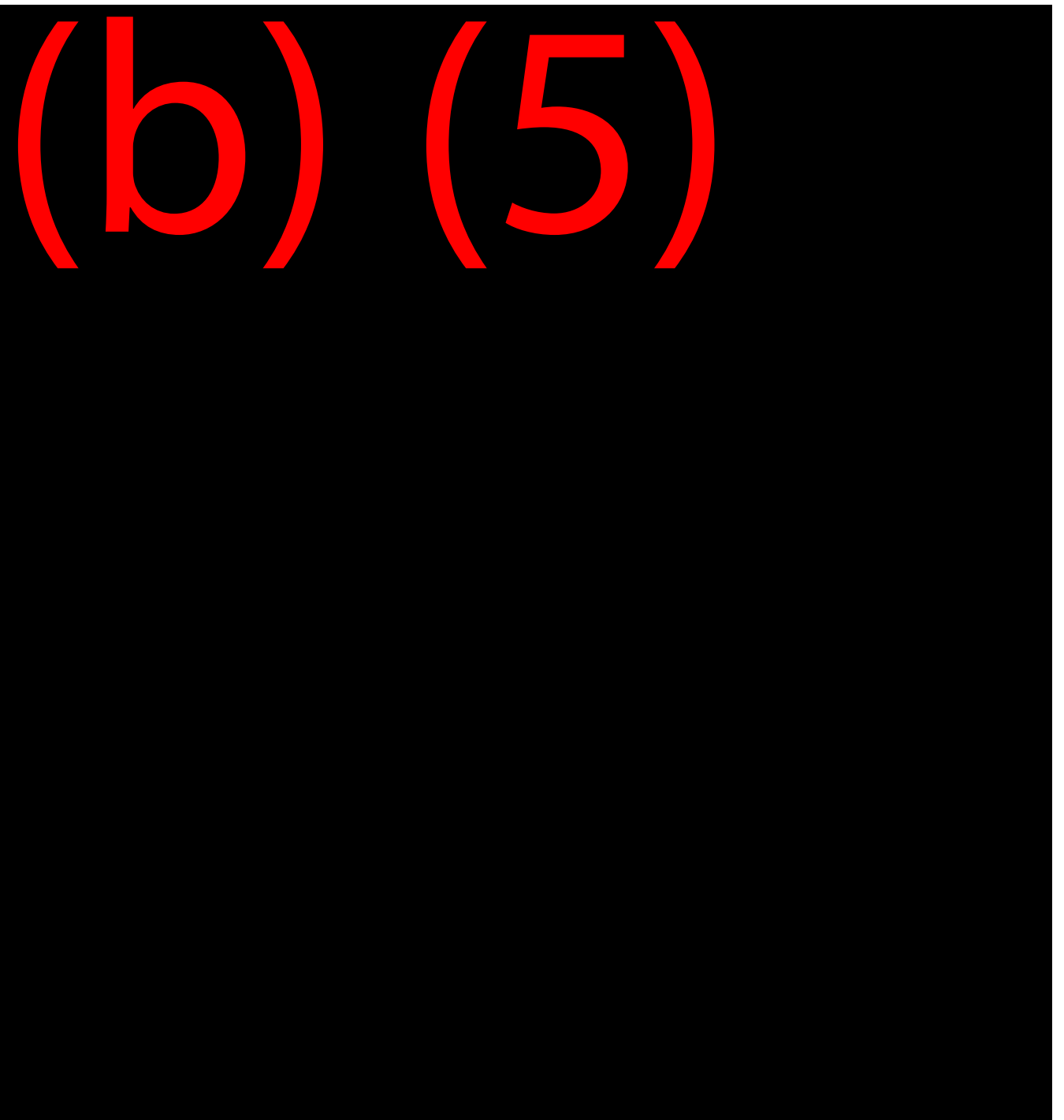


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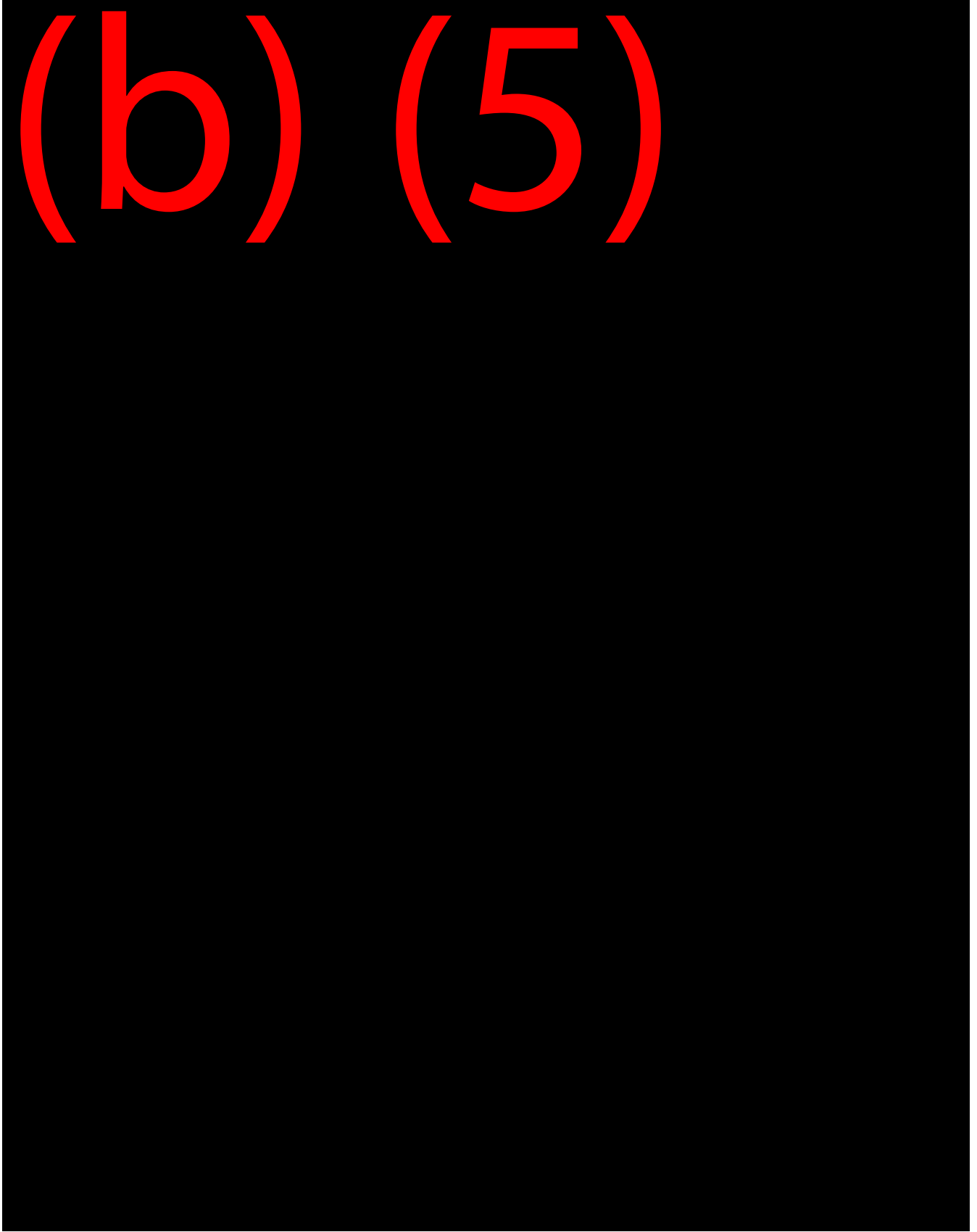
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Factor Eight: Expedited Delivery

<i>Offeror</i>	<i>Factor Number</i>	<i>Factor Name</i>	<i>Evaluation Summary</i>	<i>Go / No-Go</i>
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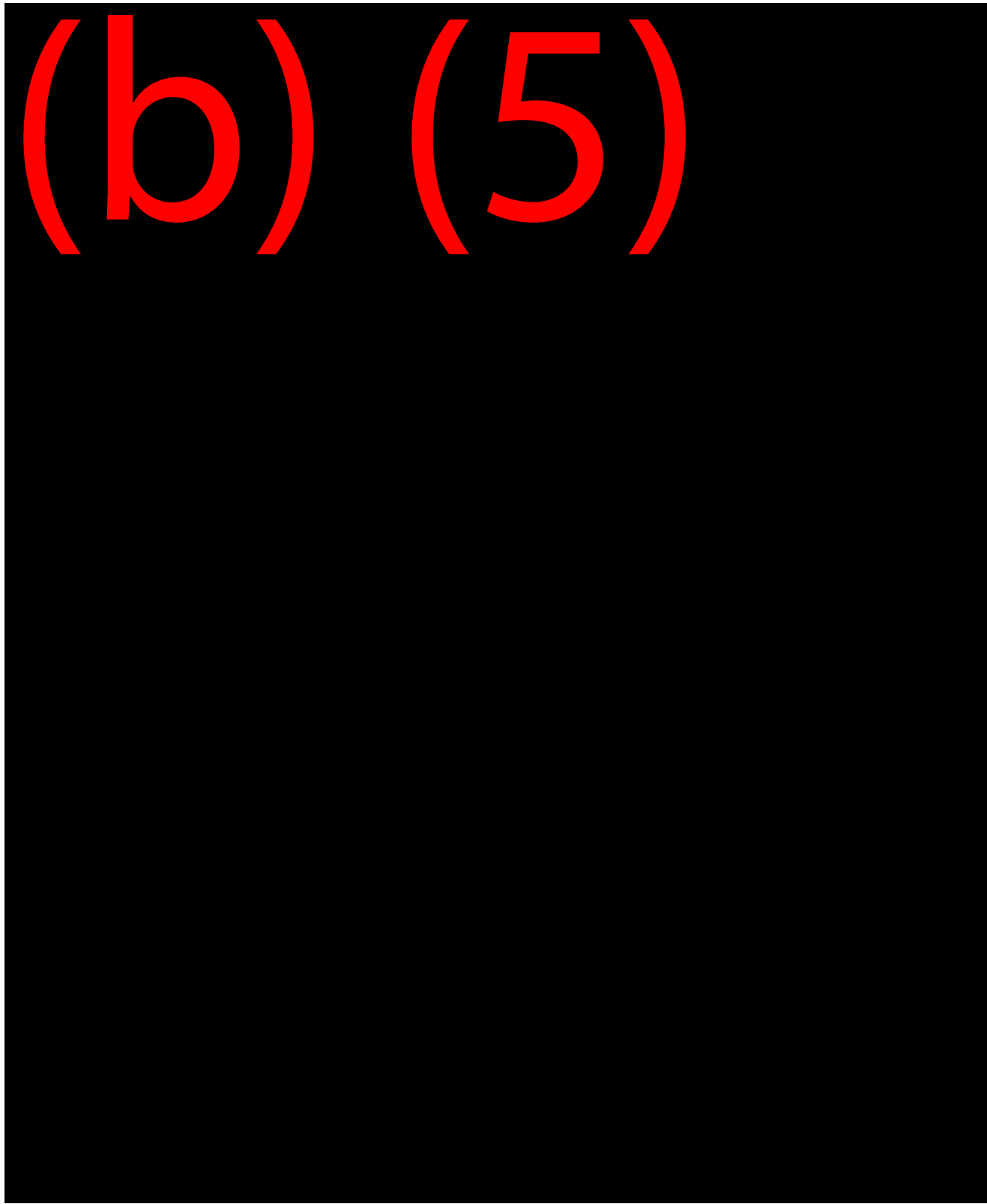
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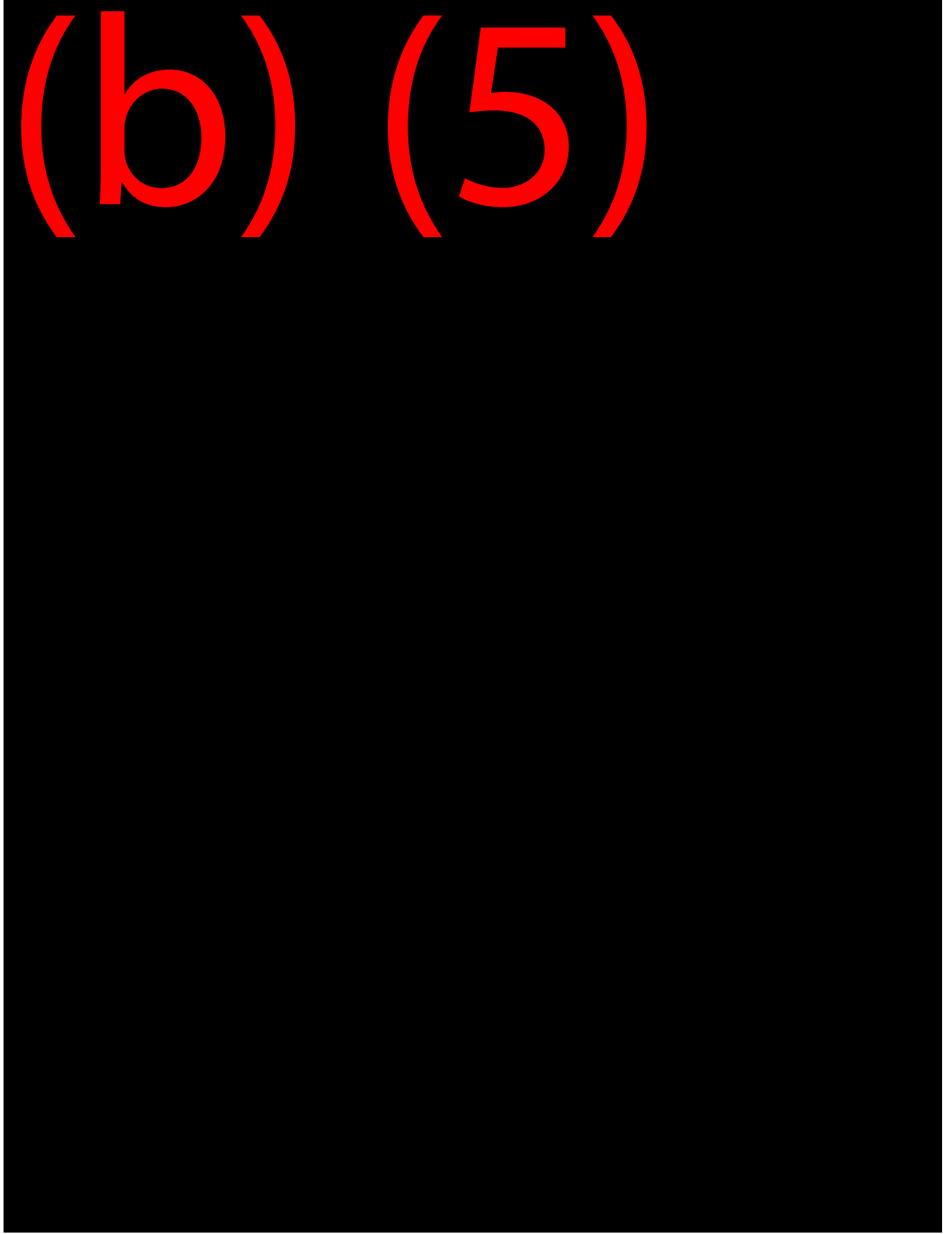
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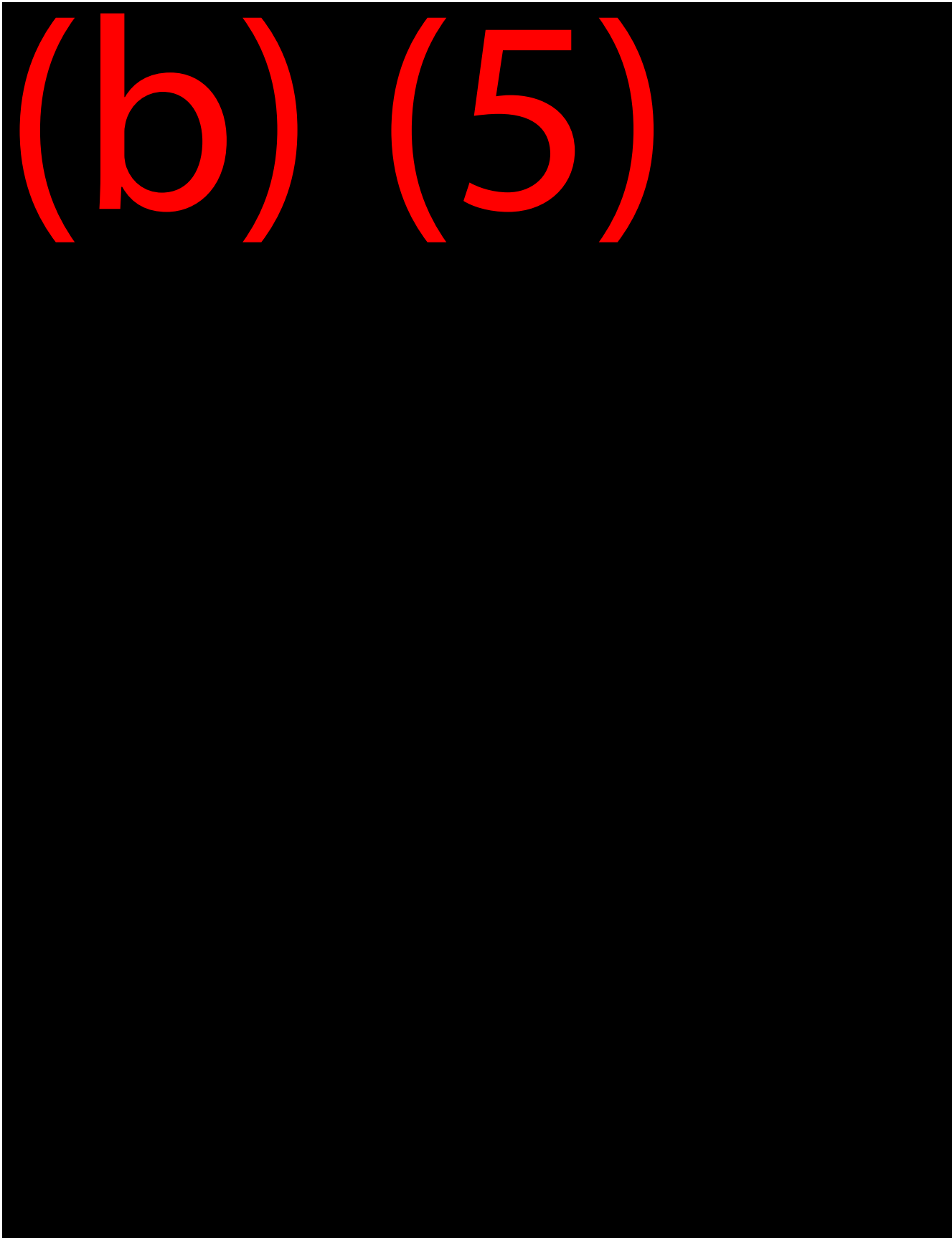
Factor Nine: Past Performance

<i>Offeror</i>	<i>Factor Number</i>	<i>Factor Name</i>	<i>Evaluation Summary</i>	<i>Go / No-Go</i>
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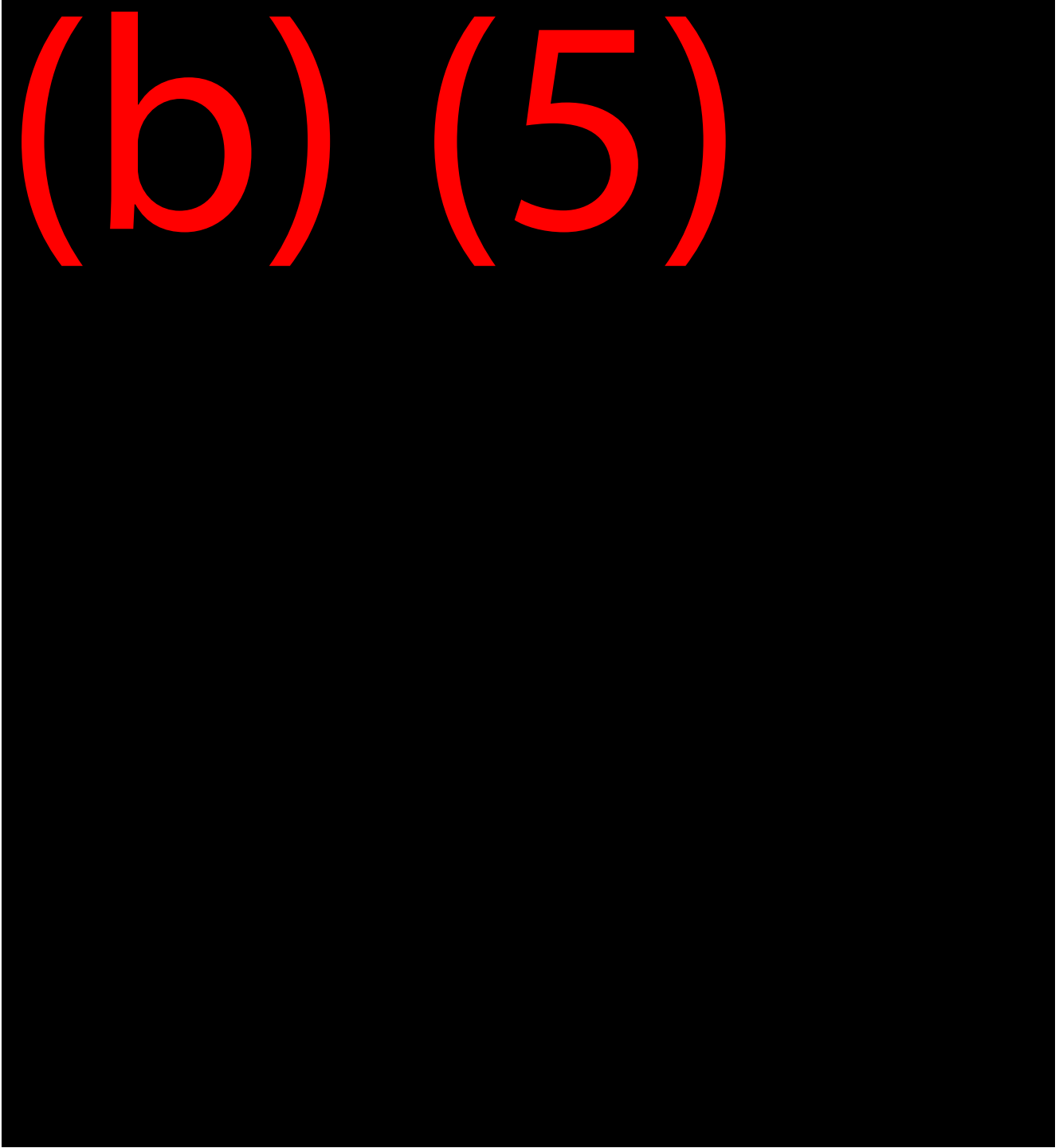
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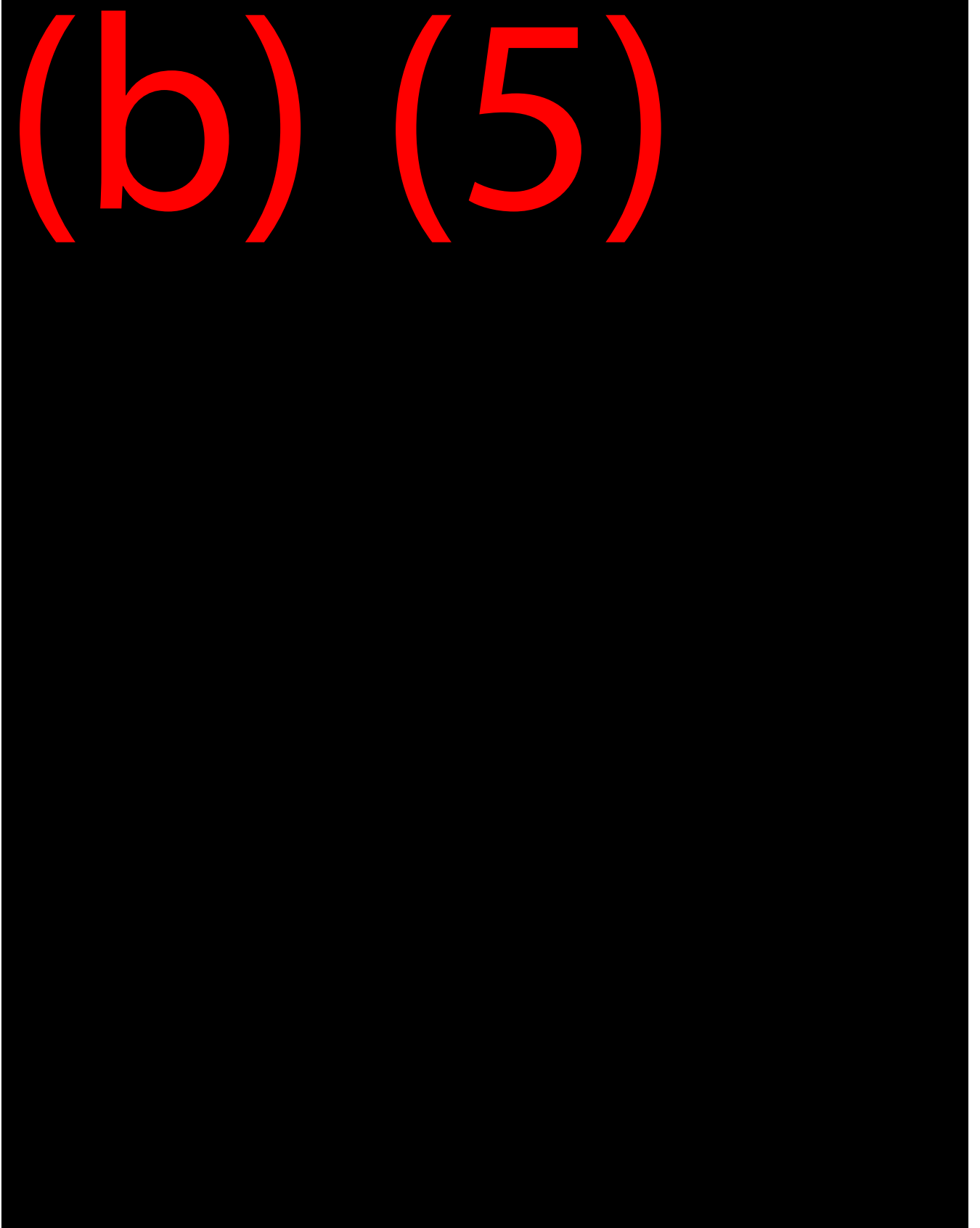
Noble Supply and Logistics	9	Past Performance	<div data-bbox="516 170 1344 905">(b) (5)</div> <div data-bbox="516 905 1344 951">CO Evaluation: Concur</div>	Very Good Confidence, Go
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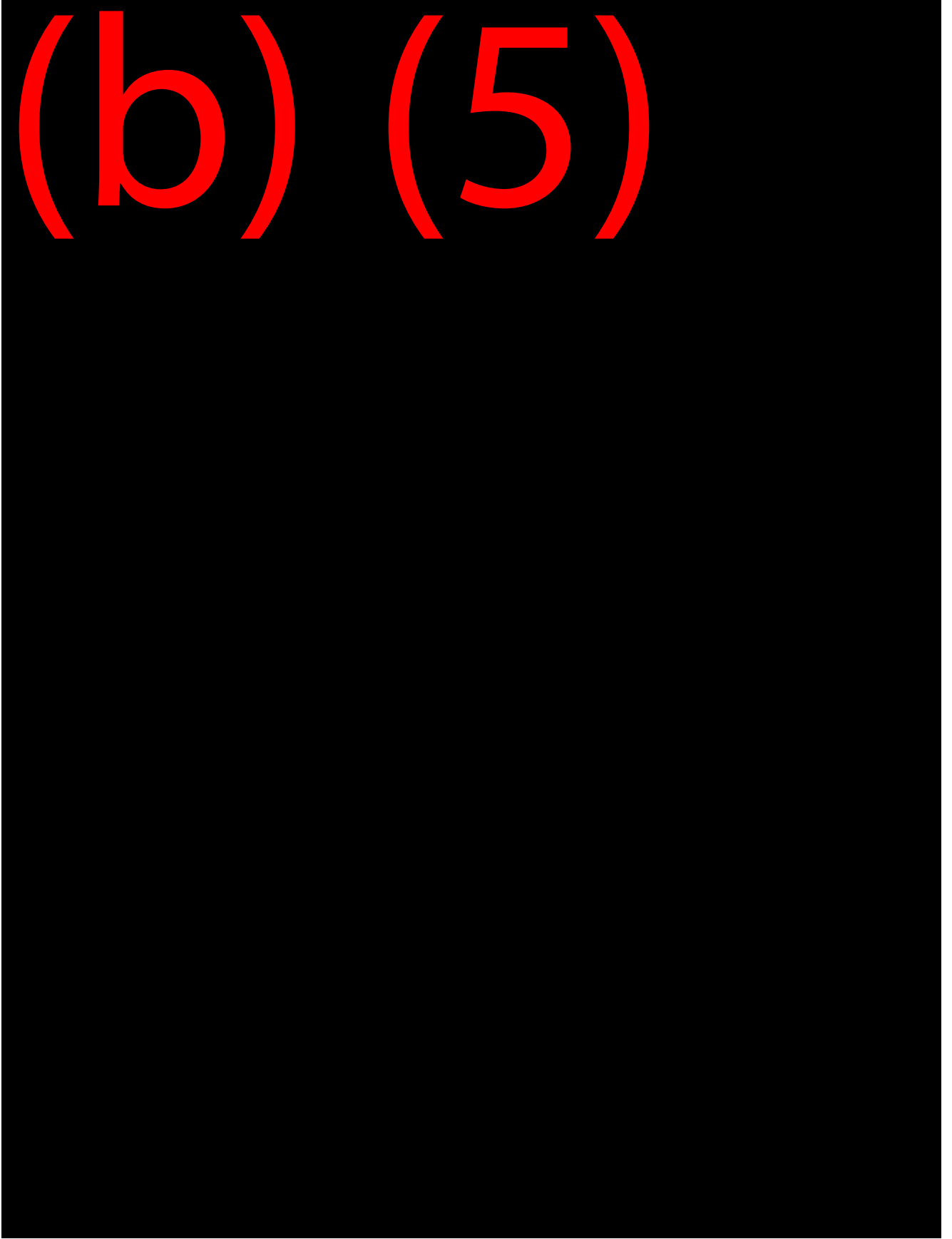
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Factor Ten: Subcontracting (OTSB only)

<i>Offeror</i>	<i>Factor Number</i>	<i>Factor Name</i>	<i>Evaluation Summary</i>	<i>Go / No-Go</i>
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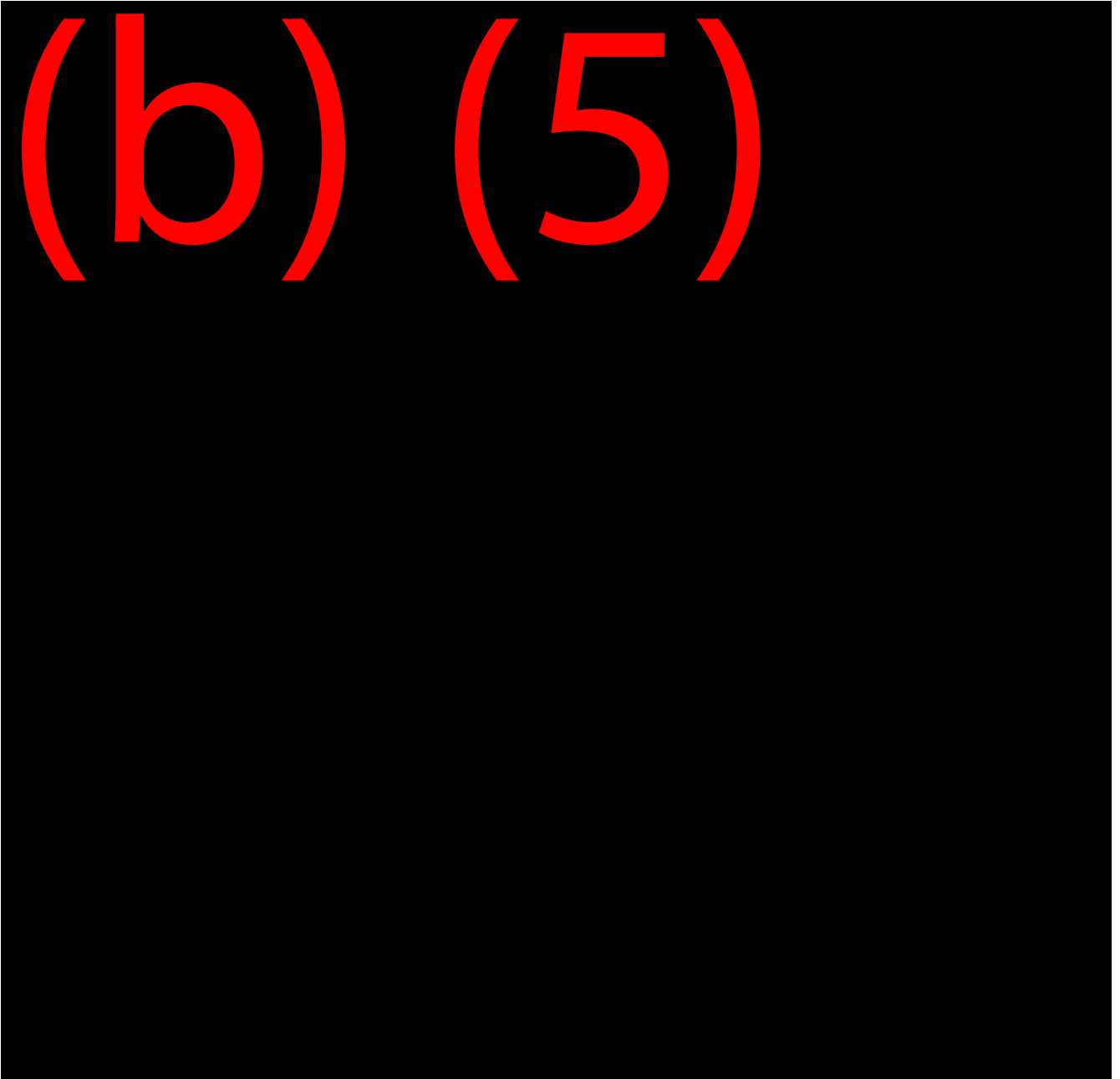


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Noble Supply and Logistics	10	Subcontracting (OTSB only)	N/A	
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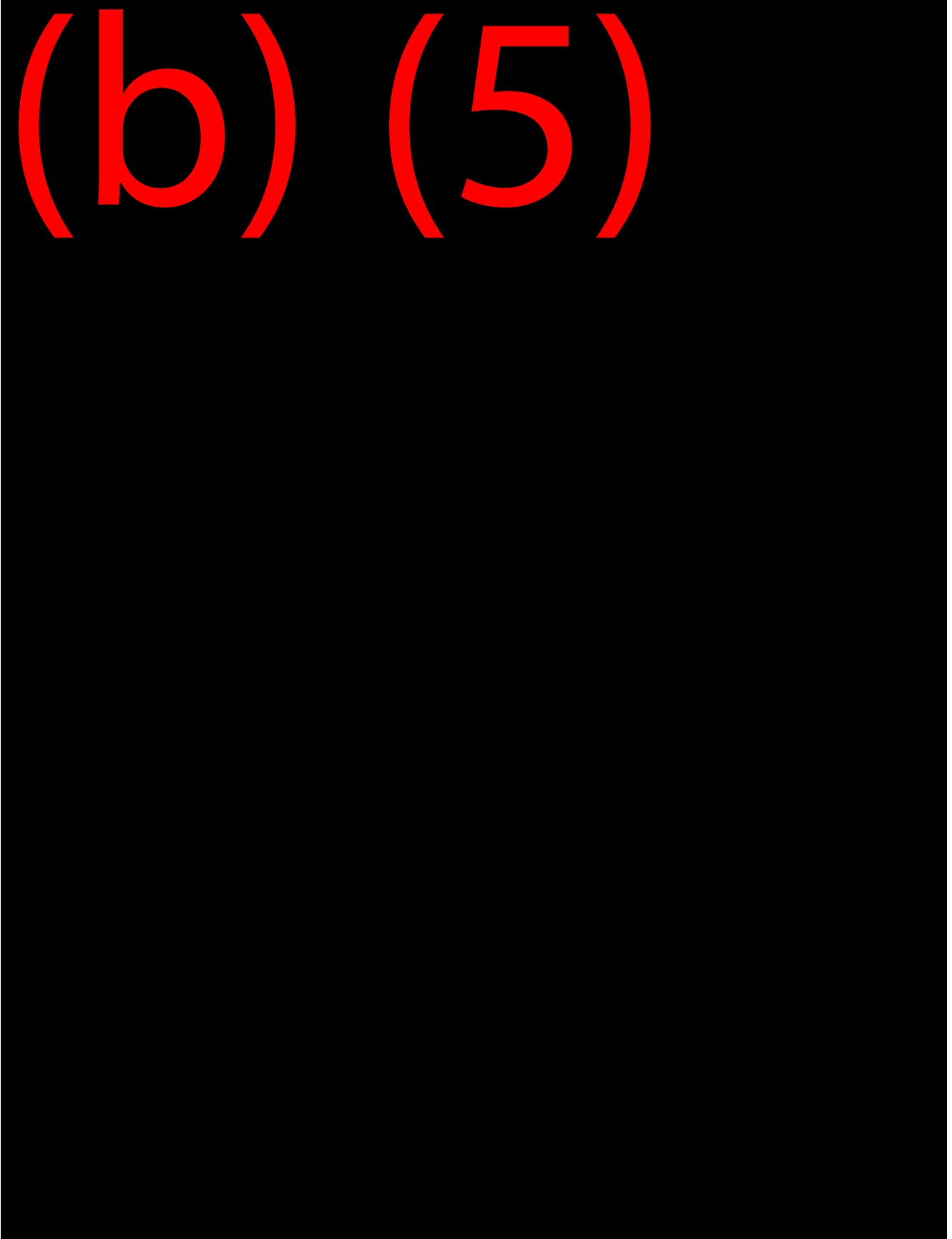


Summary of Unsuccessful Technical Offers

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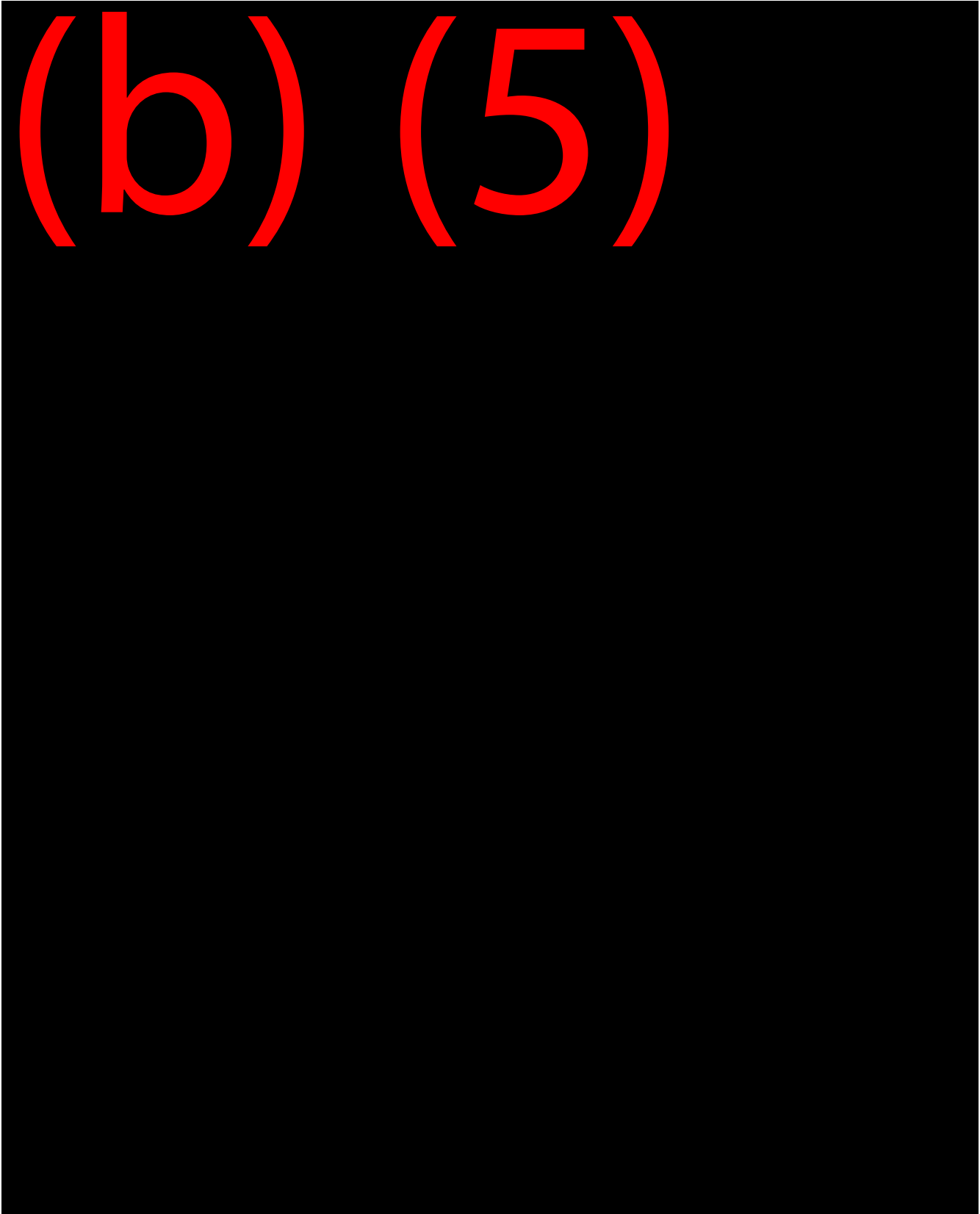


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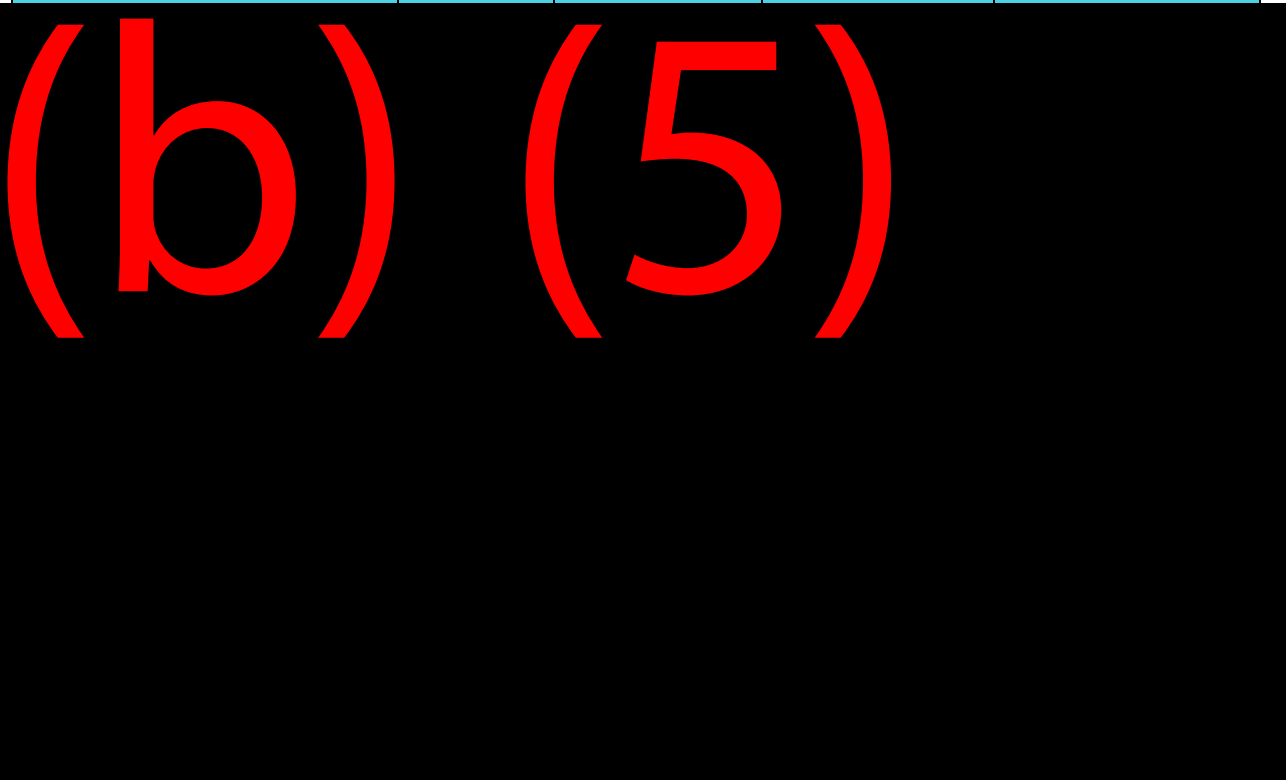


Definitions of key terms as follows:

Total Offer Count	This is the total count of items offered for the BPA, regardless of whether the item has any available demand information.
Demand Information Count	Total Count of BPA Items Offered that have Demand Information. Items returning a blank, #N/A, or #NAME result from the 4P output do not have demand information. Items returning a number greater than 0 have demand information.
Total Offer Demand	Equals the SUM of the (Offered items having demand info) times the (Estimated Annual Demand of these items)
Total Premium/Savings	Equals the SUM of [(annual demand of items w/ demand information) times the (savings/premium of offered price vs MT price)]. Positive number=premium. (Negative number) = savings

The chart below shows summary information for catalog depth, including total offer count, demand information count, total offer demand, and count of items where the Market Threshold is equal to zero or was blank. Definitions for column titles with asterisks is provided at the bottom of the chart. Results in alphabetical order:

Offeror	Total Offer Count	Demand Information Count***	Total Offer Demand****	Count of Items Where MT=0 or Blank
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Noble Supply	(b) (5)			

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1st Quartile	(b) (5)
2nd Quartile	
3rd Quartile	

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Noble Supply	(b) (5)	
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Price Evaluation

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Offeror	Avg. Discount from MAS Price	Total Premium / (Savings)	Socioeconomic
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Noble Supply	(b) (5)		Small / Woman owned
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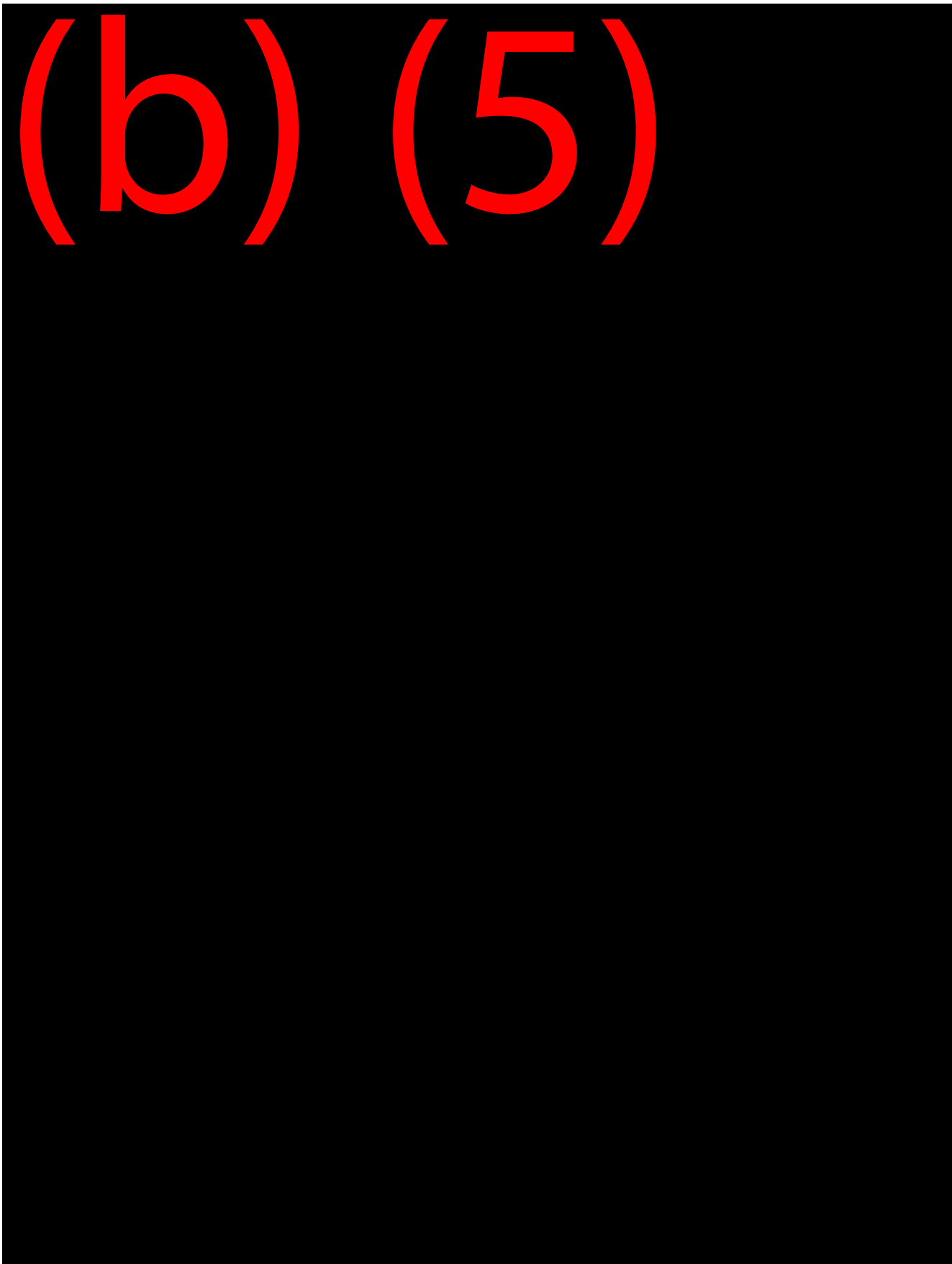
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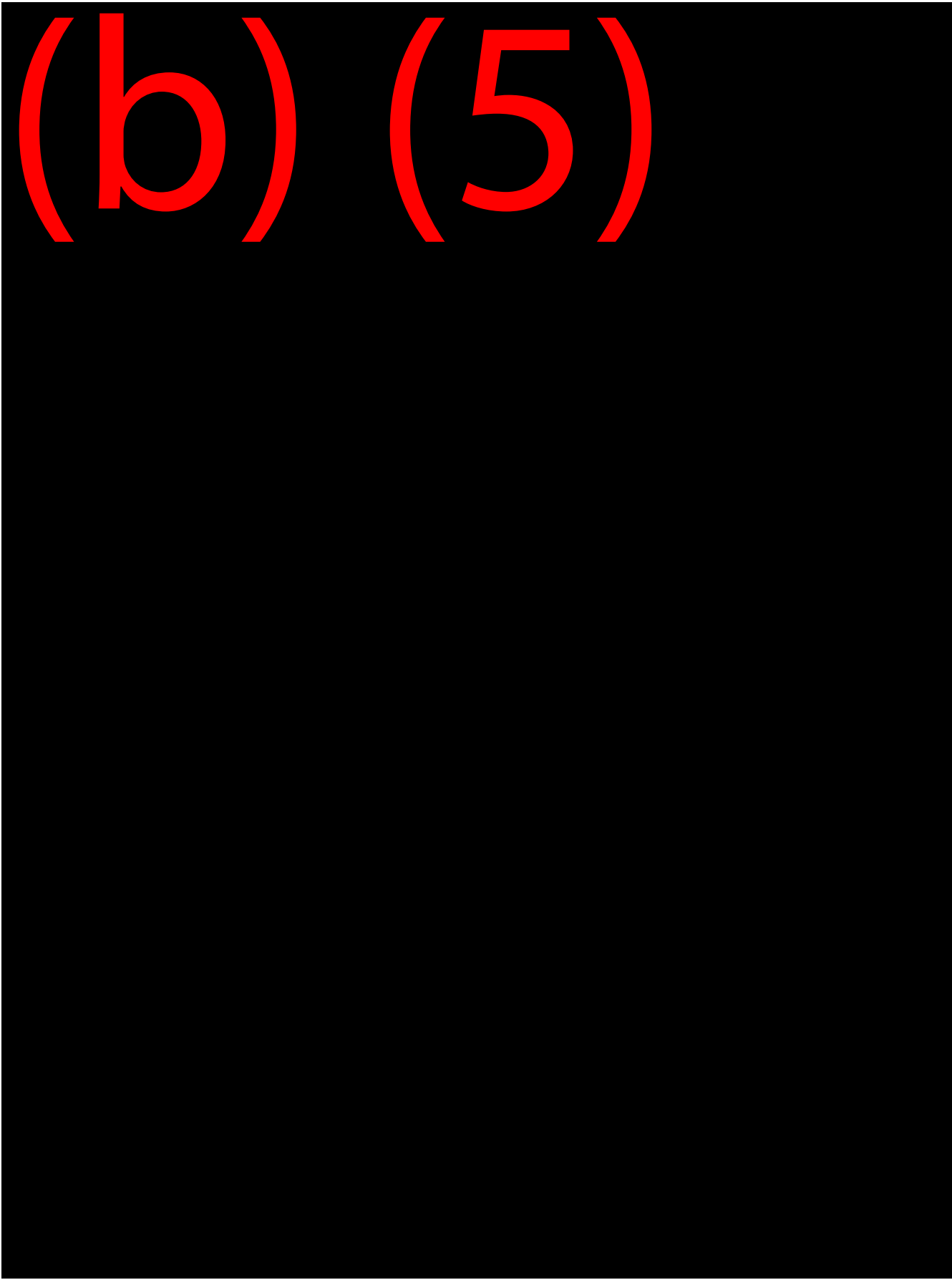


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Offeror	Premium or Savings Offeror	Total Premium / (Savings) Score	% of Total Savings / Premium	Projected Spend Amount**	Projected Savings/Premium Amounts
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Noble Supply	(b) (5)				
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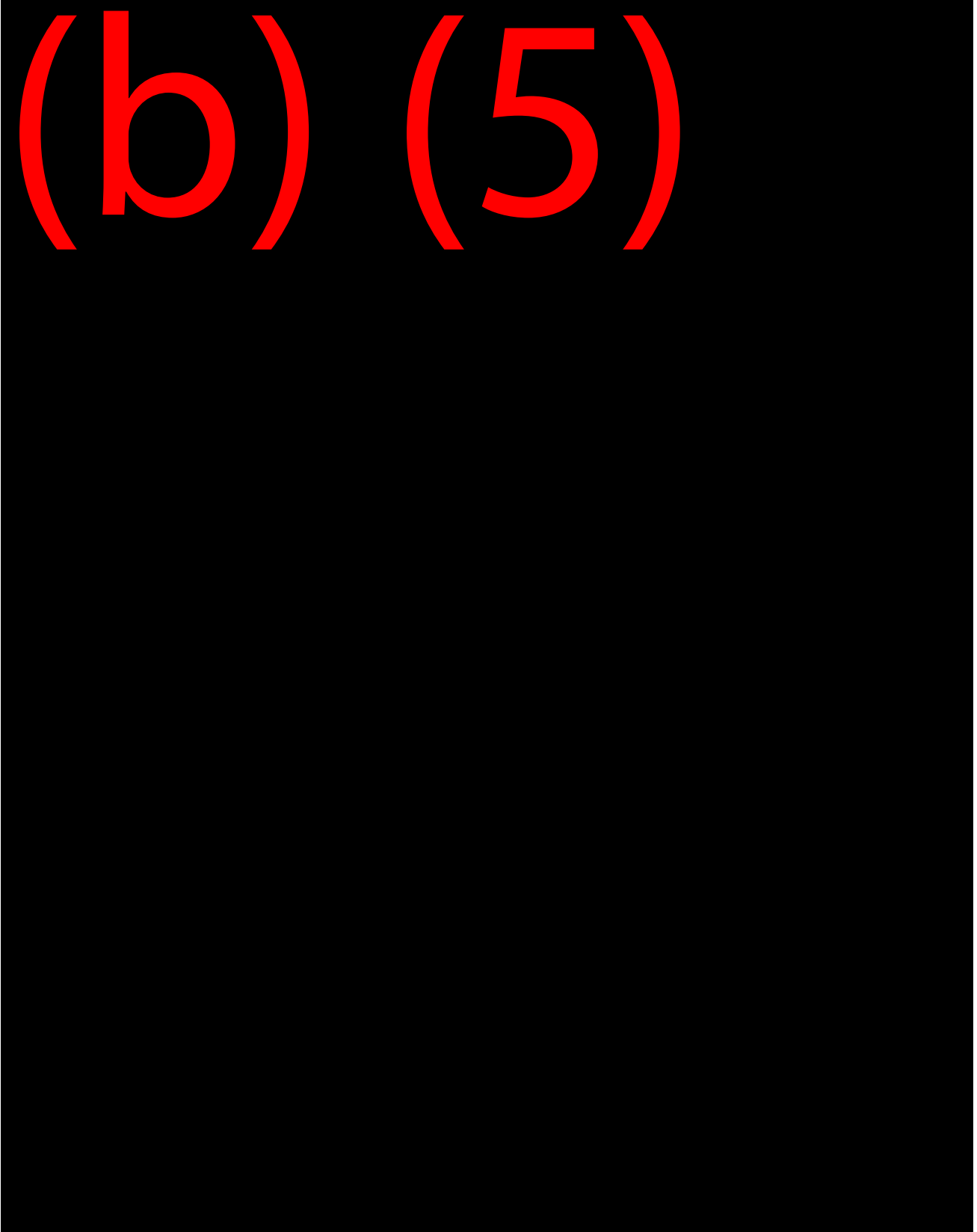


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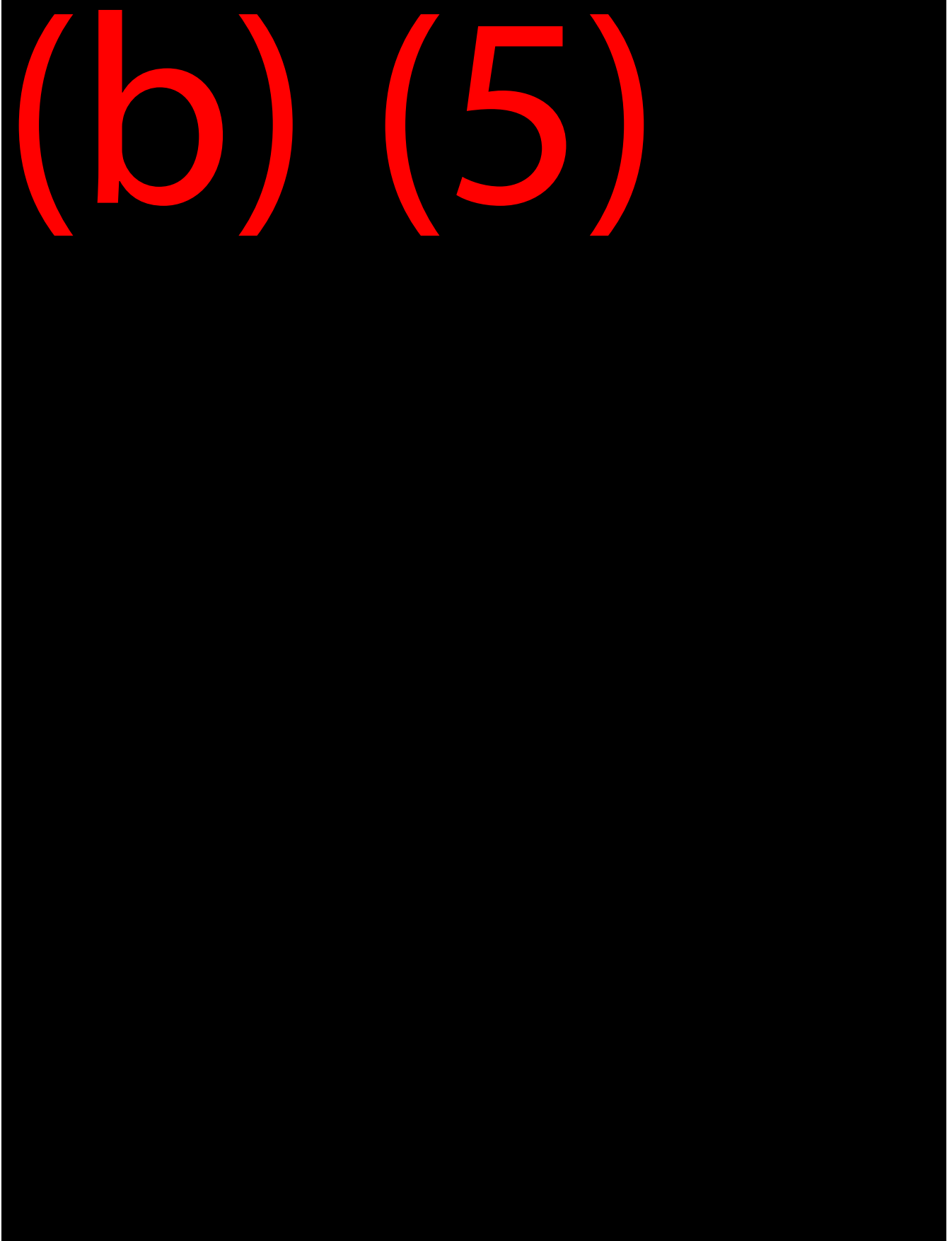


Tiered Pricing

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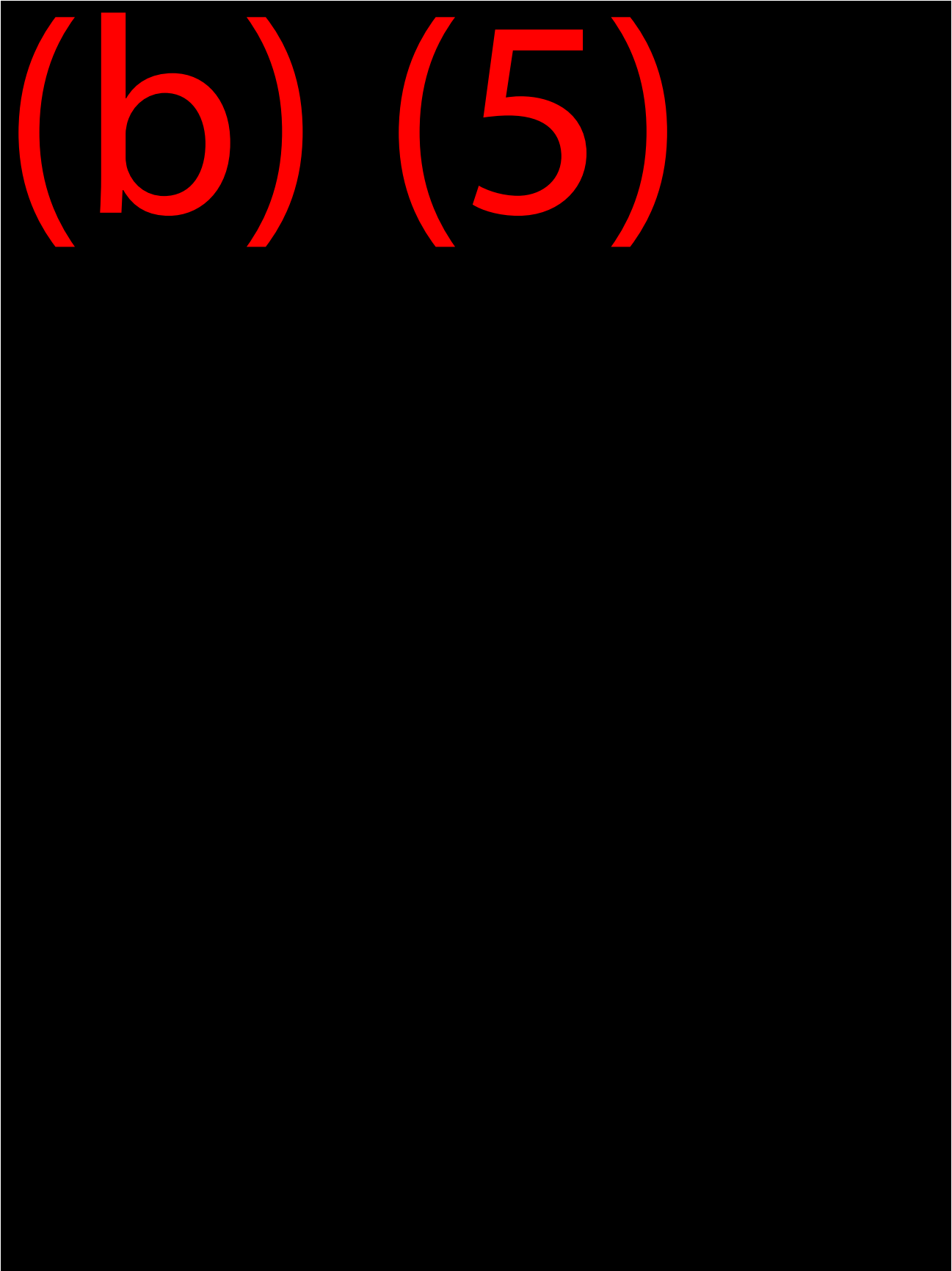


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Government Use Only – Quote Evaluation Information – See FAR 2.101 and FAR 3.104

(b) (5)



(b) (5)

Offeror	Projected Spend Amount (5yrs)	Tier 1 Savings (\$12.5m+)	Tier 2 Savings (\$25m+)	Tier 3 Savings (\$37.5m+)	Tier 4 Savings (\$50.0m+)	Tier 5 Savings (\$62.5m+)
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(b) (5)

Noble Supply	(b) (5)					
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(b) (5)

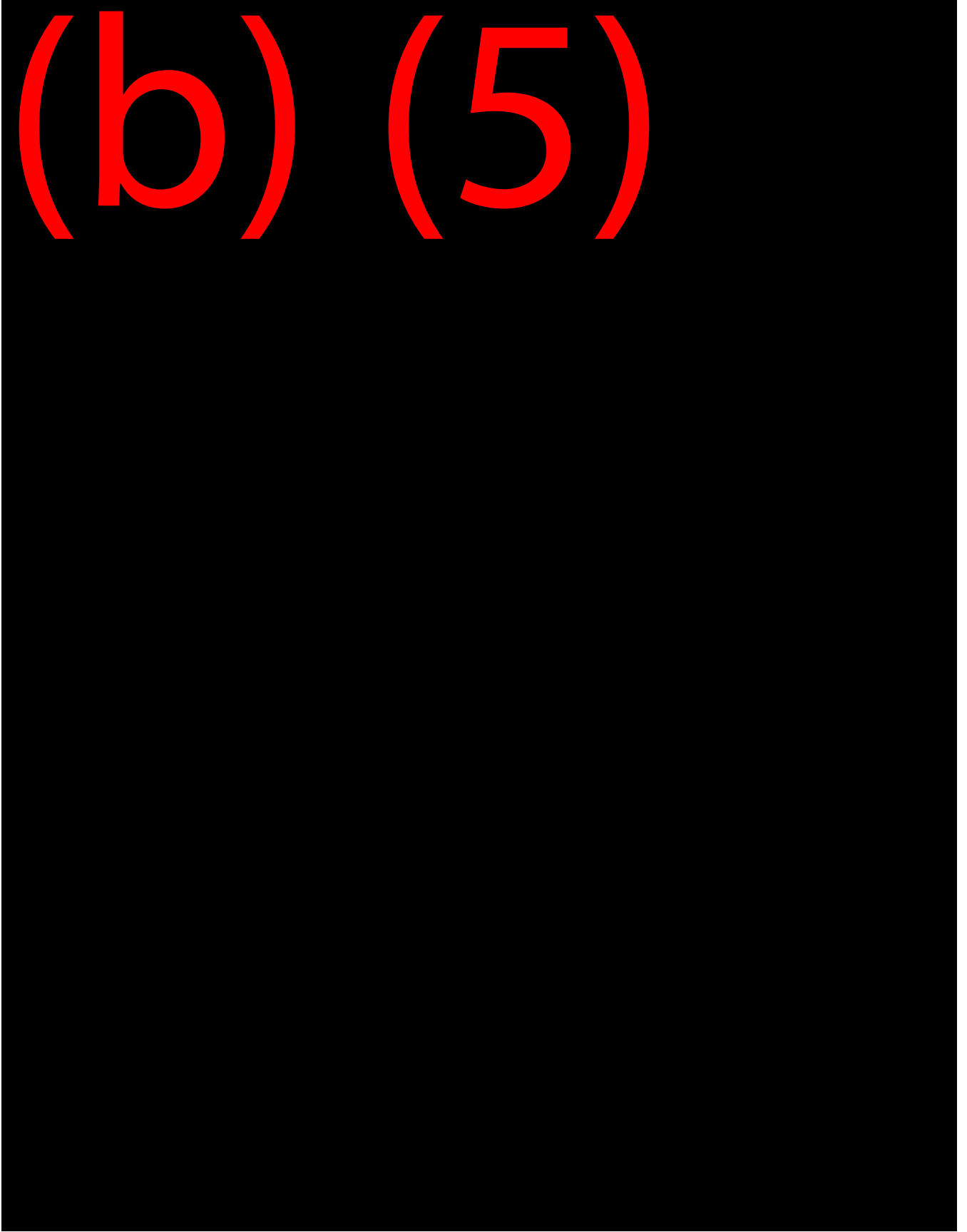
(b) (5)

(b) (5)

Premium Offeror Name*	Total Projected Premium Amount	Tiered Discount Savings Totals	New Projected Premium
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(b) (5)

(b) (5)



Government Use Only – Quote Evaluation Information – See FAR 2.101 and FAR 3.104

(b) (5)

Noble Supply	Yes	\$5.00
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(b) (5)

(b) (5)

Government Use Only – Quote Evaluation Information – See FAR 2.101 and FAR 3.104

(b) (5)

(b) (5)

(b) (5)

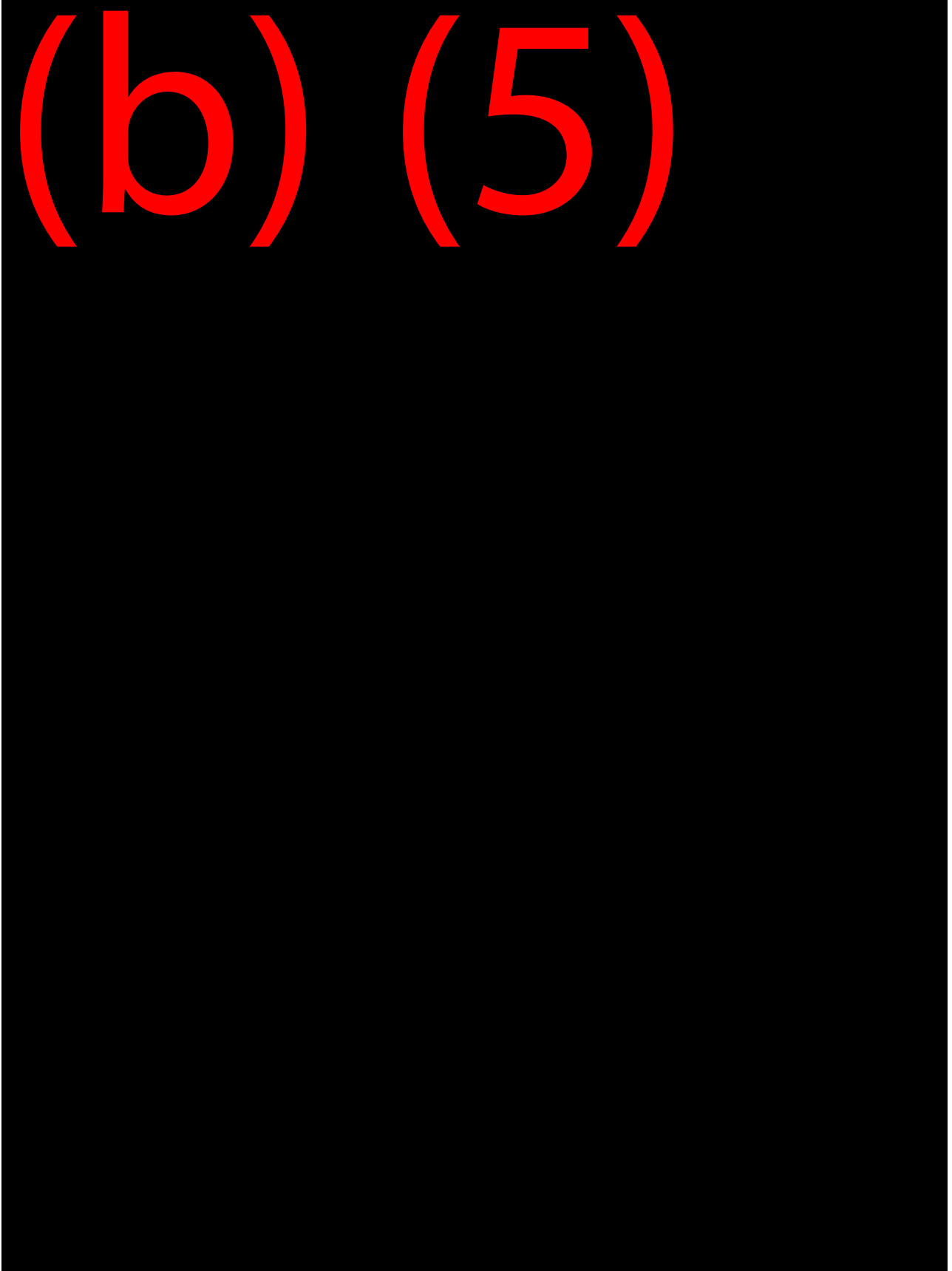
Noble Supply	Savings	\$ (4,777,081.35)	\$ (1,242,826)	\$ (6,019,906.95)
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(b) (5)

(b) (5)

Successful Offeror	Savings (Premium) Score	Socio (elibrary profile)	Socio rating (Factor 11)	Catalog Depth Rating
(b) (5)				
Noble Supply	\$ (3,493,644.01)	Small / Woman owned	Very Good	Exceptional
(b) (5)				

(b) (5)



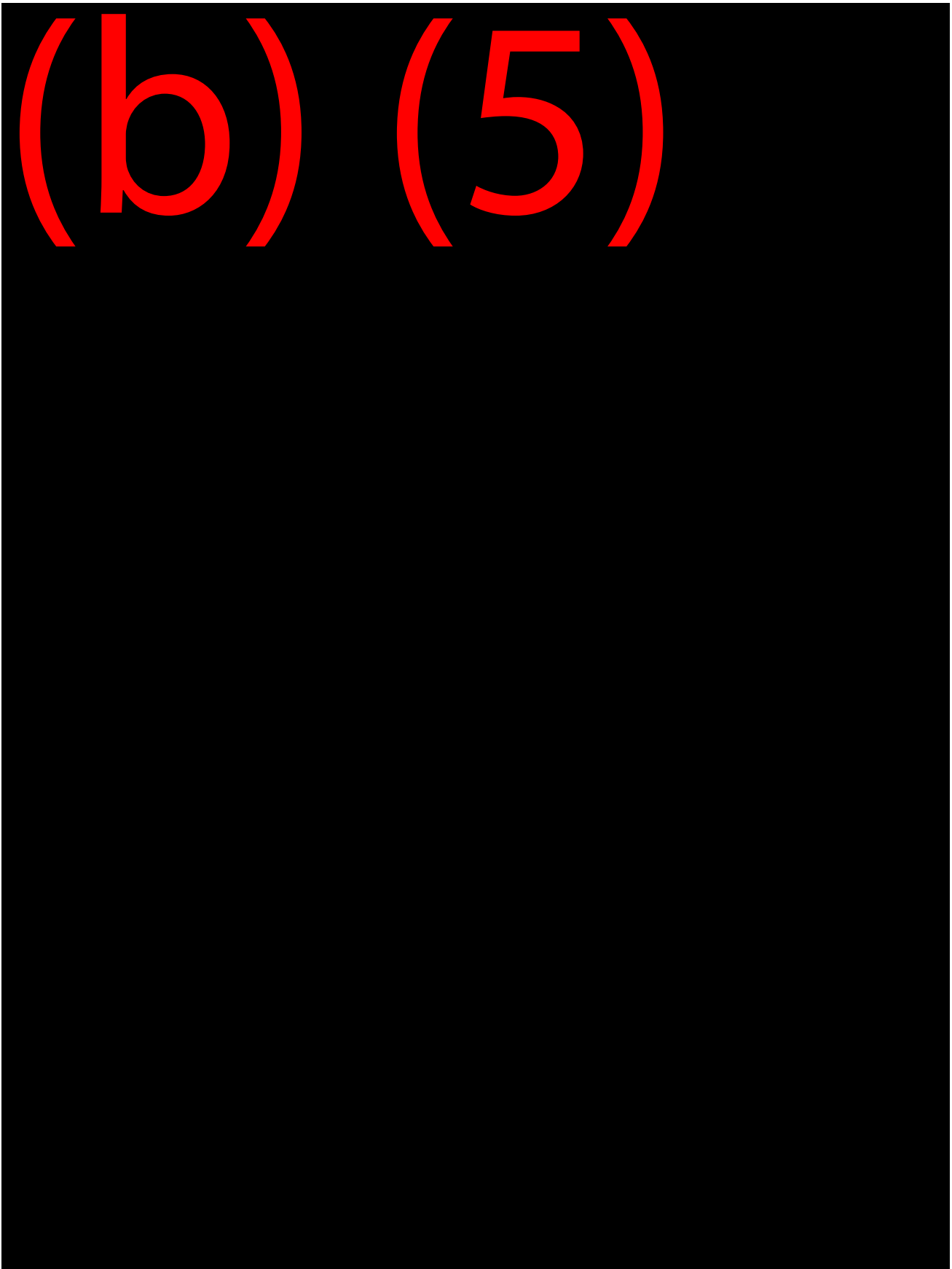
(b) (5)

Noble Supply

Small / Woman owned

(b) (5)

(b) (5)



(b) (5)




	(b) (5)				
Noble Supply					

(b) (5)

(b) (5)

A large section of the document is redacted with black bars. The redaction covers approximately seven lines of text. The first line begins with the text "(b) (5)". There are several small black squares interspersed within the redacted area, possibly representing bullet points or paragraph breaks.

(b) (6)

A single line of text is redacted with a black bar. The text "(b) (6)" is visible at the beginning of the line.

06/28/2019

Stephen Kinsella
Contracting Officer

Date

Appendix 1: Contractors Solicited

51 V: 834 900 - 14 Vendors	73: 852 1 - 70 Vendors
73: 375 100 - 29 Vendors	73: 852 2 - 21 Vendors
73: 375 103 - 29 Vendors	73: 375 353 - 7 Vendors
73: 375 107 - 15 Vendors	73: 375 355 - 4 Vendors
73: 384 4 - 28 Vendors	73: 375 356 - 10 Vendors
73: 375 363 - 73 Vendors	73: 375 361 - 28 Vendors
73: 384 2 - 40 Vendors	73: 375 341 - 67 Vendors
73: 375 364 - 42 Vendors	73: 375 351 - 25 Vendors
73: 375 368 - 20 Vendors	73: 375 352 - 11 Vendors
73: 375 99 - 24 Vendors	73: 375 117 - 34 Vendors
73: 375 371 - 31 Vendors	73: 375 125 - 24 Vendors
73: 375 372 - 34 Vendors	73: 375 129 - 32 Vendors
51 V: 105 001 - 42 Vendors	73: 375 135 - 34 Vendors
51 V: 341 100 - 25 Vendors	73: 375 321 - 32 Vendors
51 V: 105 002 - 113 Vendors	51 V: 577 001 - 35 Vendors
51 V: 341 500 - 5 Vendors	73: 384 9 - 8 Vendors
51 V: 613 001 - 48 Vendors	73: 384 99 - 8 Vendors
51 V: 639 001 - 17 Vendors	73: 507 2 - 37 Vendors
51 V: 639 002 - 3 Vendors	73: 476 12 - 17 Vendors
51 V: 834 100 - 30 Vendors	73: 476 13 - 62 Vendors
73: 375 139 - 18 Vendors	73: 507 4 - 56 Vendors
73: 375 200 - 70 Vendors	73: 507 8 - 22 Vendors
73: 375 323 - 41 Vendors	73: 507 99 - 20 Vendors
73: 375 362 - 18 Vendors	73: 852 4 - 8 Vendors
73: 658 1 - 21 Vendors	73: 852 99 - 11 Vendors
73: 681 1 - 27 Vendors	75: 75 85 - 92 Vendors

Appendix 2: RFQ Amendments Master List

RFQ1326917 MOD 1

Date of modification:

10/04/2018 11:27:58 AM EDT

Description:

Due to apparent technical issues with the email address indicated in the RFQ for questions, "nextgen@gsa.gov", please instead send questions about the RFQ to fssi.mro@gsa.gov until the nextgen email can be repaired. Thank you for your understanding.

RFQ1326917 MOD 2

Date of modification:

10/11/2018 11:23:46 AM EDT

Description:

nextgen@gsa.gov is now functional again. Please resume sending questions about the RFQ to that address. Thank you for your understanding.

RFQ1326917 MOD 3

Date of modification:

10/19/2018 03:32:13 PM EDT

Description:

RFQ Closing date has been extended to Friday, November 9, 2018. Answers to contractor questions received are still under review but are anticipated to be posted by early next week.

RFQ1326917 MOD 4

Date of modification:

10/26/2018 04:54:17 PM EDT

Description:

Unfortunately, answers to questions will not be posted this week as anticipated. Please stand by. Thank you for your patience.

RFQ1326917 MOD 5

Date of modification:

11/01/2018 10:18:46 AM EDT

Description:

Please see answers to questions attached. See also RFQ edits made, attached. In total see four new documents that have been attached with this amendment, as follows: MRFS RFQ Questions and Answers. Oct 2018. Industry.pdf RFQ_MRFS_MRO JanSan Nextgen_v2_11.01.2018.pdf RFQ 11.01.18 edits made_reference doc. Blue Font.pdf Attachment 01_GSAAdvantage Top 90k Items Demand_ MRFS.v2.11.01.18.xlsx

RFQ1326917 MOD 6

Date of modification:

11/01/2018 07:02:13 PM EDT

Description:

Attachment 02 updated, attached. Update made is on Tab "Quote Sheet", Column A. This attachment as updated, was intended to be attached with Modification #5.

RFQ1326917 MOD 7

Date of modification:

11/02/2018 09:28:41 AM EDT

Description:

The final due date for any and all questions from contractors regarding the RFQ is next Wednesday, November 7 at 5:00pm Eastern. The final closing date of the RFQ is extended to Friday, November 16, 2018 at 5:00pm Eastern.

RFQ1326917 MOD 8

Date of modification:

11/09/2018 10:40:42 AM EST

Description:

Answers to final round of questions posted. Please see Q&A document, and RFQ as edited, attached.

RFQ1326917 MOD 9

Date of modification:

11/14/2018 04:43:25 PM EST

Description:

Field 14 of the Data Reporting requirement has been amended to allow a fourth option (zip code) for completing this fill-in, should the other data points not be available. See RFQ as amended at pages 21, 62. See Attachment 03 as amended.

Appendix 3: Administrative Compliance Checks

Offeror Name	Pass/ No Pass? ¹⁰
Access Products Inc	Pass
Acuity	Pass
American Sanitary Products (ASP)	Pass. Required validation of items submitted for quote versus SINs showing on eLibrary.
Cartridge Savers	Pass
Coronado DC	Pass
CPSS	Pass
Document Imaging Dimensions (DID)	Pass
Galaxie	Pass
Grainger	Pass
Hardware Inc	Pass.
IBVI	Pass
Kipper	Pass
KPaul Properties	Pass. Required validation that no Tiered Discount offered, as none was received. Also validated that orders below \$25 will not be accepted. See RFQ page 44.
Lazer Cartridges Plus	Pass. Required validation that no Tiered Discount is offered (mentioned as not offered in Technical Response). Also validated that orders below \$25 will no be accepted. See RFQ page 44.
Morning Star	Pass. Required validation on items submitted for quote versus SINs showing on eLibrary. Also required validation of Tiered Pricing tab and Additional Fees tab which were missing from initial submission (Appeared to be a ".csv" file upload error similar to that experienced by other offerors).
MSC	Pass
Noble Supply	Pass
Office Group	Pass

¹⁰ Pass requires a Yes or Pass on all four Administrative Check criteria. A single No or No Pass on any one criterion results in a No Pass for the entire offer.

Pacific Ink	Pass
Pelican Sales	Pass
Perfect Output	Pass
Premier & Companies	Pass. Required validation of items submitted for quote versus SINS showing on eLibrary.
Rite-Kem	Pass
Shelby Distributions	Pass
Snap On	Pass
SPS Industrial	Pass
Sterling Business Machines	Pass
Supplies Now	Pass
Supply Chimp (Mono Machines)	Pass. Required validation of items submitted for quote versus SINS showing on eLibrary.
Wecsys LLC	Pass
Wigglesworth	Pass
Wright Tool	Pass
Clayton Associates	No Pass. Did not submit a Technical Response. No follow up recommended.
Global Procurement Solutions (GPS)	No Pass. Did not submit a quote sheet. We did confirm that we received 'their quote', however no attachment was found after further review. No evidence that quote was created or that this part of the RFQ was followed.
Klawhorn Industries	No Pass. Did not submit a Technical Response.
Muirhead Enterprises	No pass. Did not submit a Technical Response and modified quote spreadsheet without completing all required fields.
National Waterproofing Supply	No pass. Did not submit a Technical Response.

A full record of Administrative Checks, including additional information sought and answers received from offerors, is contained in file.

Appendix 4: Market Threshold Information

Taken from the 4P website at

<https://sites.google.com/a/gsa.gov/4p/faq#TOC-How-is-the-Market-Threshold-column-calculated->

How is the "Market Threshold" column calculated?

XSB scans the **government** marketplace and establishes a baseline price equal to the lowest price found excluding extreme low outlier pricing. A price-proportional variability model is then applied to the baseline price to establish a *Market Threshold*. Where commercial market research is found, this same model is applied to the commercially available baseline price and reported as the *Commercial Market Threshold*.

- When the baseline is between \$0.01 - \$50, the market threshold tightens proportionally from **150% to 130%** of the baseline price.
- When the baseline is between \$50 - \$1,000, the market threshold tightens proportionally from **130% to 120%** of the baseline price.
- When the baseline is between \$1,000 - \$5,000, the market threshold tightens proportionally from **120% to 110%** of the baseline price.
- For any baseline above \$5,000, the market threshold is a flat **110%** of the baseline price

Below are several examples:

When the baseline price is:	Market Threshold is:	Price Variability Threshold
\$1	\$1.50	150%
\$5	\$7.40	148%
\$25	\$35	140%
\$50	\$65	130%
\$100	\$129.47	129%
\$300	\$382.11	127%
\$500	\$626.32	125%
\$750	\$919.74	123%

\$1,000	\$1,200	120%
\$1,500	\$1,781.25	119%
\$3,500	\$3,981.25	114%
\$5,000	\$5,500	110%
\$7,500	\$8,250	110%
